A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

May 23, 1966

MAQUINARIA WORLD EMPACADORA

AUTOVERMIETUNG HERTZ RENT A CAR

Friden*
Technique U.S.A., production européenne

Firestone REIFEN PHOENIX

SEARS ROEBUCK DEL PERU

GM FRANCE

ORANGE Crush

NORTON NORTON SCANDINAVIA AB

جنيرال GENERAL

international trademark protection

Alfombras de Artesania Mohawk

Coca-Cola MARCA REG.

شيراتون-الكويت

International Trade Winds

Company News

TOBACCO PLANT—Equipment and manufacturing engineering plans for the first tobacco redrying plant in Zambia will be supplied by American Machine & Foundry Co. under a $2.7 million contract from the country's Tobacco Industry Board. Work on the plant's installation and engineering plan will be undertaken by the AMF World Tobacco Group's Installation and Engineering Division in Greenwich, Conn.

ASBESTOS MINE—Johns-Manville Corp. announces it will develop a 5,000 acre property in Ontario, Canada as an asbestos mining and milling operation, with fiber production scheduled to start in 1968. Mine output will be used for manufacture of asbestos cement products, primarily asbestos cement water, sewer and irrigation pipe.

FIBERGLAS—Owens-Corning Fiberglas Corp. announced the dedication of its first manufacturing unit in Western Europe, in Liege, Belgium early this month. The 120,000 sq. ft. facility will produce Fiberglas yarns for decorative and industrial textiles and mats and rovings for reinforced plastics, paper and other products. The plant will supply Common Market countries, Switzerland and the United Kingdom.

STEEL SHIPPING CONTAINERS—Rheem International Inc., wholly owned subsidiary of Rheem Manufacturing Co., will make and market steel shipping containers in Nicaragua from its new subsidiary, Rheem Centroamericana, located at Leon, Nicaragua. The plant initially will produce 55 gallon drums for the insecticide and lubricating oil industries.

HEAVY DUTY TRUCKS—Mack Trucks Worldwide Ltd., international subsidiary of Mack Trucks, Inc. reports a total of 25 heavy duty trucks were purchased by Spain for shipment in February, and 25 more for shipment this month. This is more than was shipped for sale in Spain in all of 1965. Models of Mack's newest trucks had been displayed at recent trade fairs in Seville, Barcelona and Valencia, Spain.

Newsletter

The Gay Nineties is the theme of an America Week in Copenhagen set for March, 1967, by Illums department store. In Germany the Kaufhof chain will present Colonial America during their America Week promotion of early American furniture and accessories. Goods stocked at both stores add up to more than a million dollars in potential sales for U.S. manufacturers.

A second Trade Mission has been organized by the Lubbock, Texas, Chamber of Commerce and approved by the U.S. Department of Commerce, following the success of one earlier this year to Mexico. This time the target is Central America.

Oceanographic equipment exhibitors at the Marine Technology Society's conference in June in Washington, D.C., are being offered the opportunity to ship their displays directly on to à second exhibit in Germany. It will be the Frankfurt U.S. Trade Center's oceanographic exhibit Aug. 31 to Sept. 7.

Commerce Department is stepping up a program to distribute international marketing data of interest to specialized audiences through the modern, high-speed publishing facilities of its Clearinghouse for Federal Scientific and Technical Information. Two items—International Customs Journals, and selected Economic Reports from U.S. Foreign Service posts—have been announced. Two more—UN share-of-market statistics, and selected market surveys abroad for specific U.S. products—will be announced in this magazine shortly.

They say Brazil's companies don't answer questionnaires, but 150 did recently to tell the U.S. Embassy in Rio that our Commercial Newsletter service (International Commerce, May 9) is an extremely effective trade promotion device. Forty companies had contacted U.S. companies through the newsletter; 10 of these had already completed a transaction and 10 more were about to. Twelve banks and associations were using Newsletter items in their own bulletins. All 150 asked to stay on the Newsletter list. Around the world, 50 U.S. posts publish such newsletters using their own research and material sent monthly by the Bureau of International Commerce.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

John T. Connor
Secretary

Alexander B. Trowbridge
Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

Americo A. W. Favale
Director of Graphics

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the cover

Just about every country in the world provides some form of protection for the trademark. As with patents, most U.S. businessmen can expect to receive treatment equal to that afforded local citizens in the 90 countries with which the U.S. has concluded agreements. For a summary of laws and regulations on trademarks in more than 100 countries, see pages 2 through 14.

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How countries of world treat trademark rights

Most nations provide some protection; U.S. firms get full national treatment in about 90

By JOSEPH M. LIGHTMAN
Foreign Business Practices Division
Bureau of International Commerce

Virtually every country provides some form of protection for trademarks.

The duration of trademark registrations varies from country to country. Unlike patents, trademarks can be renewed and continued indefinitely in most countries. Some even provide a period of grace after expiration for subsequent refiling upon payment of a special fee or penalty.

In many countries the first person who applies for a trademark registration is entitled to the registration, and to an exclusive property right in the mark. However, this right is subject to challenge, under certain laws, by any person who claims and can prove that he was the first publicly to use the mark. Upon such proof, he may be able to have the registration canceled. Fee costs vary widely for initial filings as well as renewals.

Certain countries, such as Belgium and Netherlands, do not have any opposition procedures in their laws for contesting trademark applications. In such countries, a person desiring to contest the validity of a trademark must rely on cancellation procedures. Once a mark has been registered in most countries, it is incumbent on the owner to use it in order to maintain its validity. It is also essential that the owner vigilantly police his trademark against misuse and infringement.

Registration rule

Various British Commonwealth countries have a "Registered User" requirement in their trademark laws under which a trademark licensee must register, as such, with the Government. His entry as a "Registered User" may be for a specified or unlimited period, depending on the licensing agreement. In such countries, if a licensee uses a registered trademark without being recorded as a "Registered User," the mark can be subject to cancellation.

This registration requirement enables the Government to see that a licensee's trademarked products maintain the same specifications and quality standards as those of the licensor and that the latter is free to inspect the licensee's manufacturing process and finished products.

In many countries, licensing agreements themselves have to be registered with the Government, for a fee, to be enforceable. This is not the same as a Registered User requirement.

Protection in 90 countries

As with patents, U.S. businessmen can expect to receive national treatment—that is treatment equal to that afforded local citizens—in the protection of their trademark rights in about 90 countries with which the United States has concluded multilateral and bilateral agreements.

The most important agreement is the International Convention for the Protection of Industrial Property (Paris Union) to which the United States and 72 other countries adhere. Also, the United States belongs to three Inter-American trademark conventions currently in force, together with 13 other Western Hemisphere countries.

The latest of these, known as the General Inter-American Convention for Trademark and Commercial Name Protection, was signed at Washington in 1929. The other two—Convention for the Protection of Commercial, Industrial and Agricultural Trademarks and Commercial Names, and Convention for the Protection of Trademarks—were signed in 1923 and 1910 respectively. They were superseded as between those countries, including the United States, which now adhere to the 1929 Convention.

Other benefits provided

The Paris Union Convention provides a number of other important benefits to U.S. trademark owners abroad. A U.S. businessman who wants to use and to protect his trademarks in a Paris Union country has a six-month "right of priority," after filing his first trademark application in a member country, in which to file a corresponding application in any other Convention country and receive therein the benefit of his first filing date. He is thus entitled to protection in these countries from possible unauthorized applications for his trademark during the six-month period.

Also, under a Convention revision adopted in 1958, a U.S. firm may now clearly register its trademark in any member country without having to prove the prior existence of a registration in the United States. This new revision also embodies strengthened protection for trademarks used for services in addition to those used for goods.

Under the provisions of the Paris Union Convention, the member countries can protect trade names of other members' nationals (as distinct from trademarks) without requiring such names to

This is the second article prepared by the Commerce Department's Bureau of International Commerce summarizing laws and regulations on industrial property rights abroad. The first, presented in the Feb. 22, 1965, issue of INTERNATIONAL COMMERCE, *summarized patent laws throughout the world.*

be registered by their owners. The Convention also contains provisions designed to protect nationals of member countries against unfair competition.

Central systems

There are international arrangements under which a central office or bureau is responsible for the filing of an application in the member countries or the issue of a trademark registration applicable in the member countries. The United States is not party to any such international central filing or registration systems; a U.S. firm seeking trademark protection abroad should consult legal counsel to determine under what conditions, if any, it may be possible to secure registrations under such agreements. In various regional agreements, such as the African and Malagasy Industrial Property Accord, the Central Office's registration of a trademark is valid in all of the member countries.

The Madrid Agreement on the International Registration of Trademarks, which is organized on an international as distinct from a regional basis, is adhered to by 21 member countries. A trademark applied for under its procedures must first be filed in a member country in the name of a locally domiciled commercial establishment. The mark is then forwarded to the central International Bureau at Geneva for filing in the other member countries which then determine whether it is qualified for registration under their trademark laws.

The Bureau of International Commerce has information on most of the trademark laws of the world. The Bureau is not in a position, however, to furnish detailed data on step-by-step procedures to be followed under local laws and regulations. Those interested in protecting their industrial property rights abroad should secure the services of legal counsel for advice and assistance on the specific procedures to be followed in the countries in which they desire to do business.

The summaries, prepared by BIC, of the trademark laws throughout the world are as follows:

AFGHANISTAN. Trademark registrations valid for 10 years from application filing date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. However, if another party can prove he continuously used mark prior to registration, he may contest it within 3 years and have it registered in his name. No formal opposition provisions but contesting party who claims he has pending application or registration for identical mark can seek withdrawal of other's application. If contested applicant refuses such request within 15 days, matter can be taken to Courts.

Cancellation of mark possible if business related to it terminates, if sold to someone else, if not renewed, or if otherwise found illegally registered by Commercial Court. After 3 years, no claims against valid registration will be heard by Commercial Court. Registered mark need not be used except as ordered by Government.

AFRICAN AND MALAGASY UNION. Following countries are members of Union and parties to "Accord for the Creation of an African and Malagasy Industrial Property Office (OAMPI)": Cameroun, Central African Republic, Chad, Congo (Brazzaville), Dahomey, Gabon, Ivory Coast, Malagasy Republic, Mauritania, Niger, Senegal, and Upper Volta. Accord applies to trademarks as well as patents, industrial designs; establishes common system for obtaining, maintaining protection in member countries through Central Office in Yaounde, Cameroun.

Under Accord, trademark registered by Central Office has full protection of national law in each member country, and is valid for 20 years from date of deposit (filing date). Renewable for indefinite periods. Upon receipt deposit, Central Office examines its form, content and, if acceptable, registers mark as of deposit date. Rejection of application by Central Office may be appealed to Appeals Commission.

First person to deposit (apply for) mark is entitled to registration and exclusive use. Mark must be registered to be recognized as owner's exclusive property right in member countries. Within three years after registration is granted, it may be contested by any party claiming and proving he was first user in one or more member countries. Registered mark in continuous use three years no longer contestable after this period on such grounds.

Accord provides that trademarks registered by Office may be annulled by Civil Tribunals of member countries in their territories if they find such marks contrary to public order, lacking distinctiveness, or liable to public deception. Transfers, assignments of trademark registrations must be entered in special Central Office Register to be enforceable against third parties.

PROMINENTLY DISPLAYED TRADEMARK helps introduce new products of U.S. firm to Japanese market. In Japan, mark registration is valid 10 years.

ALBANIA. Trademark registrations valid for 15 years from registration date and renewable for similar periods. First user of mark is entitled to registration and exclusive use. Applications subject to examination; if refused applicant may appeal within three months to Ministry of Commerce for final decision. If application is acceptable, it is registered without prior publication since law contains no opposition proceedings.

Trademark assignment must be registered, otherwise registration will lapse. If mark not used three consecutive years, owner loses exclusive rights to it. Trademark can be registered by foreigner provided he has prior home registration. Duration of foreigner's trademark registration in Albania, however, cannot exceed registration period in home country.

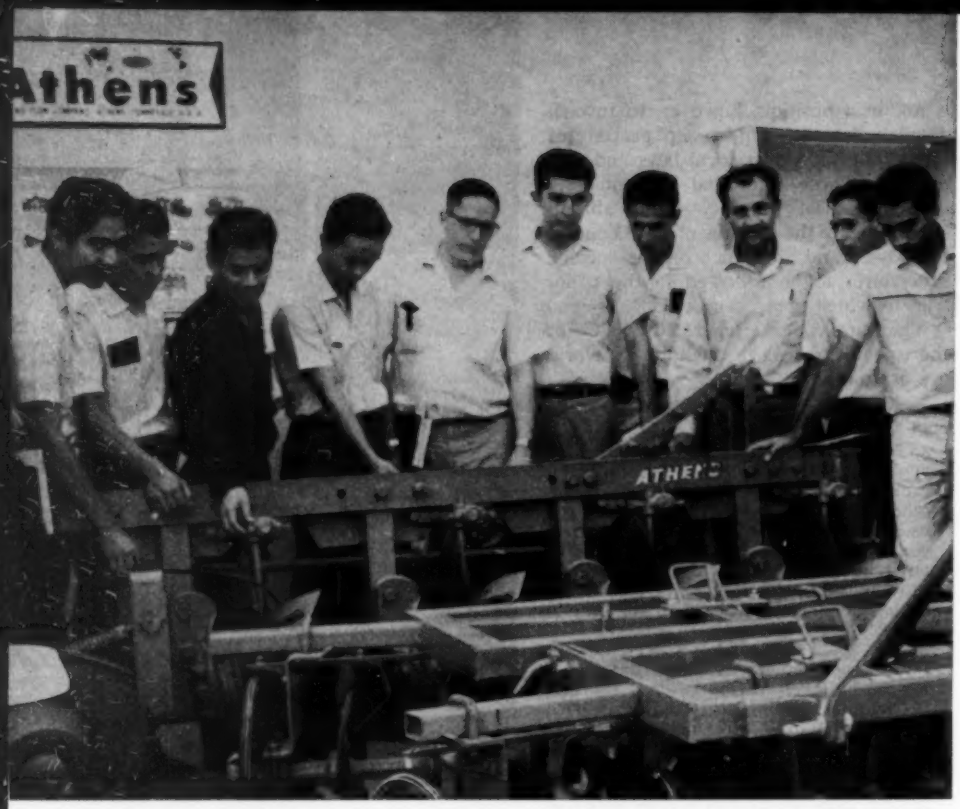
ALGERIA. New trademark law of March 19, 1966, published in *Official Journal*, March 25, 1966. Trademarks registered thereunder valid 10 years from application filing date and renewable. Registrations in force July 3, 1962, remain valid under new law up to 15-year duration, provided registrant submits statement of continuous use.

Within 6 months this law's publication date, holders of trademark rights in force Algeria, July 3, 1962, must apply for and submit pertinent documents to Government for continuance of mark in force. Registration wherein 15-year duration period ends between July 3, 1962, and

the author

Joseph M. Lightman is an international economist with the Foreign Business Practices Division, Office of Commercial and Financial Policy, Bureau of International Commerce, Department of Commerce. He received his B.A. and M.A. degrees from George Washington University and has participated in the graduate International Business Program at American University.

Lightman was formerly with the Department of State and with the Federal Trade Commission where he served as an economist in the fields of industrial property rights protection, foreign antitrust activities, and other related international business practices.



ATHENS MACHINERY gained new acquaintances last fall at the U.S. Agricultural exhibition in San Salvador, where a group is shown examining harrow made by Athens Plow Co., of Athens, Tenn. U.S. belongs to 3 Inter-American trademark conventions, with 13 other Western Hemisphere countries.

publication of new law may be renewed within 3 months such publication.

First applicant is entitled to registration and exclusive rights in mark. Applications examined for format and, if satisfactory, registrations granted. No opposition proceedings. Mark must be used within 1 year after registration. Requests for Court cancellation of registration on grounds confusion or conflict with another's mark must be made within 5 years contested registration's date. Transfers must be recorded.

ARGENTINA. Trademark registrations valid for 10 years from registration date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark; prior use does not confer proprietary rights. Applications examined as to form, registrability and published 30 days for opposition. Registration can be canceled at owner's request or otherwise, by courts, upon petition, if they find that registration is contrary to law. Trademark does not have to be used, except as ordered by Government in public interest. Transfers, assignments must be recorded with Patent Office.

AUSTRALIA. Trademark registrations valid for 7 years from application filing date and renewable for periods 14 years each. First person to apply for registration of mark as user or intended user is entitled to registration and ownership. However, registration can be challenged and corrective action sought by any other party who proves he was first user of mark. Trademarks registered under Parts A, B, C, or D of Register.

To be registrable in Part A, trademark must exhibit characteristics which will distinguish applicant's goods from others. After 7 years, mark becomes registrant's incontestable property and cannot be challenged on grounds he is not first user or rightful owner. However, trademark registration can be canceled any time on grounds it was obtained by fraud, consists of scandalous matter, is misleading or deceptive, has lost its distinctiveness, or is otherwise contrary to law.

To be registrable in Part B, trademark need not be as distinctive as one qualified for A but must at least be capable in course of use, of becoming distinguishable for goods for which used. Part B registration does not enjoy incontestability rights, after 7 years validity, as does Part A registration and is thus less valuable and protectable mark. (Same situation prevails in those British Commonwealth countries and former possessions that provide Part A and B registrations.)

Certification marks are registrable in Part C; are assignable only with Registrar's consent. Defensive marks, if already registered in Part A, are registrable in Part D. Such marks need not be used but are cancelable if no longer registered other than as defensive marks.

Trademark application is examined for proper form, registrability and possible conflict with existing registrations. If satisfactory, published for 3 months opposition. Any mark can be removed from Register upon proof it was registered without intention to use it in good faith or, if within 3 years after registration, no bona fide use. Such non-use is excused if due to special circumstances and not intentional. "Registered User" provisions exist.

AUSTRIA. Trademark registrations valid for 10 years from registration date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. Trademark applications examined for proper form, registrability. No opposition procedures. Any person who subsequently claims to be first user can apply for cancellation within 3 years of registration date. No use requirement.

BAHREIN. Trademark registrable (1) if already registered and in force in U.K. or (2) if to be used, or used, as "local trademark" by person engaged in manufacture, sale of trademarked goods in Persian Gulf States of Bahrein, Kuwait, Qatar, Muscat and Oman and Trucial States. Registration entitles registrant to exclusive ownership right and use of mark. Trademarks registered in Bahrein based on corresponding U. K. registrations are for duration of latter. "Local trademark" registrations are for 7 years from application filing date and renewable for 15-year periods. Trademark applications published for opposition from 3 to 6 months.

BELGIUM. Trademark registrations valid for unlimited period. Person who first publicly uses trademark in Belgium is recognized owner of that mark for registration purposes. That a mark is well-known to Belgian public or registered in Belgium will be considered proof of public use. Prior registration of trademark abroad can qualify mark for purposes of public knowledge in Belgium, if country of registration grants equivalent privileges to Belgian nationals and mark appeared in periodical publicly available in Belgian Patent Office. Application examined as to form only; registration granted as of filing date. Relief can be sought through cancellation procedures. Assignments must be recorded with Trademark Office.

BOLIVIA. Trademark registrations valid for 10 years from registration date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. However, if another party can prove he is first user of mark, he is entitled to its exclusive use, and may seek corrective action during opposition period or through cancellation procedures if contested mark is already registered. Applications published for opposition for 50 days.

Registration becomes void at owner's request, upon failure to renew it, or when it is declared canceled by authorities as false, misleading or other illegally registered mark. Right of ownership becomes conclusive after registration remains valid 18 months; no cancellation action can be taken. Law does not require use of registered trademark. Assignment must be recorded to be effective against third parties.

BRAZIL. Trademark registrations valid for 10 years from registration date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. Applications published for opposition for 60 days. Persons claiming prior use may oppose application provided that within 60 days from filing opposition, application is filed for own mark.

Once trademark is registered, cancellation actions on grounds of prior use or illegality of registration must be applied for within 5 years of registration date;

after that time valid registration becomes incontestable. If registered trademark not used during two consecutive years, any interested party may apply for cancellation. Trademark assignment must be recorded with National Department of Industrial Property.

BULGARIA. Trademark registrations valid and renewable for period of time requested by applicant. First applicant is entitled to registration and exclusive use of mark. No opposition procedures and if application is acceptable, mark is registered without prior publication. Anyone may apply for cancellation of registration within 3 years after registration date. If registration not challenged within that time, it becomes incontestable, exclusive property right of registrant. Trademark transfer or assignment must be recorded within 6 months. Law provides for compulsory use of registered trademark. If two or more trademark applications filed at same time, for same mark, registration will be granted to first continuous user.

BURMA. No trademark law. However, it is possible to acquire legally recognized ownership of mark by using it and registering Declaration of Ownership in Office of the Registrar of Deeds, Rangoon. Owner should then publish "caution notice" in newspapers. Registration will not be refused unless mark is considered morally objectionable, likely to hurt religious susceptibilities of any class of Burmese citizens, fraudulent, to imitate a unit of currency; or to bear image of General Aung San. When registered mark is published, it may be contested by any one who believes mark is being fraudulently or illegally used. Such disputes are decided by Courts according to English Common Law principles.

BURUNDI. Trademark registrations granted for unlimited duration. Person who applies for registration as first to have used mark publicly, receives it. Registration is effected without examination; it presumes exclusive and valid property right for registrant's trademark unless proof to contrary is submitted to authorities. Marks legally protected in Burundi before its new Trademark Law of August 20, 1964, came into effect, remain valid.

CANADA. Trademarks originally registered under Unfair Competition Act of 1932, renewable every 15 years. Those registered under Trade Mark and Design Act, effective July 1, 1954, valid for 15 years from registration date and renewable for like periods. Person who is first to use trademark or make it known in Canada, or who has previously registered and used mark in a Paris Union country, or who intends to use mark in Canada, is entitled to registration. In latter instance, must use mark before it will be registered.

Applications examined as to proper form and content and published for opposition for 1 month. Opposition may be filed by any party on grounds he was first to use or make mark publicly known in Canada, or that mark is not distinctive or otherwise not qualified for registration under law.

If no opposition filed, or if opposition which has been filed is rejected, application is allowed by Registrar of Trademarks. His decision may be appealed to Exchequer Court subject to further appeal to Supreme Court.

Instrument of transfer of registration must be filed with Registrar. Trademark not used for 3 consecutive years, can be canceled. After 5 years, valid trademark registration generally becomes incontestable on grounds of prior use, unless it can be shown that registrant adopted his mark with knowledge of another party's first use. "Registered User" provisions exist.

CEYLON. Trademark registrations valid for 7 years from application filing date and renewable for 14-year periods. Trademark Act, effective in 1964, comparable to U.K. Act of 1938. Person who uses or intends to use trademark can apply for registration and exclusive use. However, if another person can subsequently prove that he was first user, he can have registration canceled.

Register is divided into Part A (for distinctive marks) and Part B (for marks capable of becoming distinctive). Applications examined as to form and registrability and published for opposition for 2 months. Decision of Registrar in opposition proceedings can be appealed to Courts. Trademark can only be assigned with good will of business. Mark not used for 5 consecutive years may be canceled upon request of interested party unless non-use was due to certain conditions in trade over which registrant had no control.

CHILE. Trademark registrations valid for 10 years from registration date and renewable for similar periods. Applicant must show he was first to use mark on continuing basis, before registration will be granted in his name. Applications published for opposition for 30 days, after which they are examined as to form and registrability and if no oppositions filed, trademark is registered. Cancellation action can only be sought within 2 years after registration. After that time registration generally becomes incontestable.

Law ordinarily does not require use of registered mark, but unless mark is used in exact form in which registered, owner may lose exclusive protection. Transfer or assignment must be recorded with Register of Trademarks.

CHINA (TAIWAN). Trademark registrations valid for 20 years from registration date and renewable for similar periods. Under law, first user of trademark is entitled to its registration and exclusive use. However, if applicant who is not prior user first applies for trademark, he may receive registration if first user has not filed a trademark application within 1 year of date of first use. Applications are examined by Trade-Mark Bureau for form, content and registrability and, if satisfactory, are published for opposition for 6 months.

Trademark registrations are subject to cancellation if not used within one year after registration, unless special circumstances exist. Registrations need not be assigned with business in which used but assignments must be recorded, otherwise registration may be canceled. Other grounds for cancellation include use of trademark in form different than original registration, unauthorized licensing or assignment of trademark, and failure of goods on which mark is used to meet certain Government quality control standards.

COLOMBIA. Trademark registrations valid for 10 years from registration date and renewable for 5-year periods. Exclusive right to trademark can be acquired only by registration. Not necessary for party to prove previous use in order apply for and secure registration. Applications are published for opposition for 30 days. Party may file opposition during this period if he owns similar trademark already registered for same goods; if, for not less than 3 years before application date, he has used same mark to distinguish his goods; or if he has used on same kind of goods a commercial name or symbol similar to mark subject to opposition.

Once mark is registered, cancellation action can be filed under same conditions upon which oppositions can be based. Use of registered trademark optional except where Government may require special use in public interest. Trademark assignments must be registered with Industrial Property Division, Ministry of Development, to be effective against third parties.

CONGO (LEOPOLDVILLE). Trademarks registered for unlimited period. Party who first uses mark there entitled to its registration and exclusive use; proprietary rights in mark recognized only after it has been registered. Applications examined as to form only. No opposition provisions. When application is approved, registration is granted, effective as of application filing date. Assignments, transfers must be recorded to be effective against third parties. No trademark classifications.

COSTA RICA. Trademark registrations valid for 15 years from registration date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. No proprietary rights in mark in absence of registration. Applications examined for form, content and, if acceptable, published for opposition for 2 months.

Cancellation effected under following conditions: at expiration of 15-year period without renewal, at owner's request, or upon court cancellation decision. Trademark does not have to be used except as required by Government in public interest. Compulsory use for trademarks registered for chemical, pharmaceutical products.

CYPRUS. Trademark registrations valid for 7 years from application date and renewable for 14-year periods. Person claiming to be proprietor of mark may apply for its registration and exclusive use. Applications examined for form, content and distinctiveness; published for opposition for 2 months. Registrar's decision in opposition proceedings can be appealed to Supreme Court. Registration may be contested by any party claiming to be first user; upon proof thereof, registration can be canceled. Mark registered (in Part A of Register) and not contested for 7 years, cannot be challenged except upon proof that it was obtained by fraud or deception. If mark not used for 5 years, it may be canceled unless registrant can prove non-use was due to special conditions in industry over which he had no control. "Registered User" provisions exist.

CZECHOSLOVAKIA. Trademark registrations valid for 10 years from application filing date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. However, if another party can prove that he was first to use mark and it was already well known in Czechoslovakia for same class of goods, he may apply for cancellation of original registration within 3 years after registration date. After this period, registration becomes incontestable on prior use grounds.

Applications are examined for proper form and registrability and, if satisfactory to Office for Inventions, are allowed. No provisions for opposition. Relief can be sought through cancellation procedures. No compulsory use. Trademark assignments must be recorded in Trademark Register.

DENMARK. Trademark registrations valid for 10 years from registration date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. Applications are examined as to form and content and, if satisfactory, are published for opposition for 2 months. Decisions of Trade Mark Office regarding applications can be appealed to Courts. Party subsequently claiming to be first user of mark after its registration can, within 5 years of registration date, secure cancellation from Courts upon proof of prior use. Other grounds for cancellation are: if registrant no longer in business for which mark was obtained, if mark loses distinctiveness, if mark misleading or in conflict with public order, or if otherwise offensive. Trademark assignments must be registered with Directorate of Patents and Trademarks. No compulsory use.

DOMINICAN REPUBLIC. Trademark registrations granted for periods of 5, 10, 15, or 20 years from registration date, at applicant's option. Renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. Registration, not prior use, is basis for proprietary rights recognition in trademark. Application is examined for form, distinctiveness and, if found satisfactory, allowed for registration. No opposition provisions.

When trademark applicant finds there exists a previously registered mark similar to his, first registration can be canceled if used less than one-quarter of time during which newly applied for mark has been used by applicant. Cancellation of registered mark on grounds of similarity to mark previously registered must be sought within 3 years after registration of contested mark.

Cancellation action on grounds that mark registered in bad faith may be taken any time. Trademark registration must be used within 1 year of registration date; otherwise, considered null and void. Transfer or assignment must be registered.

ECUADOR. Trademark registrations valid for 20 years from application date and renewable for 15-year periods. First person to apply can secure registration and exclusive use of mark. Applications examined for form, registrability; published for opposition 4 times, 10-day or more intervals between each publication.

After mark registered, any other person who claims to be first user may, upon proof, have it canceled. Such prior use right must be asserted within 5 years of registration date. Cancellation action on other grounds also must be taken within 5 years after registration date. No compulsory use. Assignment must be recorded in Register.

EL SALVADOR. Trademark registrations valid for 20 years and renewable similar periods. First applicant is entitled to registration and exclusive use of mark. Law recognizes right of prior user and enables him to secure registration upon proof of such use. Applications examined for registrability and if satisfactory, published for opposition for 90 days.

Cancellation of registered trademark, must be sought within 5 years of registration date. If mark not used within year after registration date, or if use discontinued for year, it can be cancelled. Use in El Salvador is not required for foreign-owned mark, if used outside country. Customs authorities can prohibit import of goods bearing marks infringing those registered in El Salvador. Assignments must be recorded in Register of Trademarks.

ETHIOPIA. No trademark law. Many business firms operating there publish trademarks in local newspapers. Although having no legal effect, may possibly be used as evidence in unfair competition cases. Principal value of publication is to establish priorities should trademark legislation be enacted.

FINLAND. Trademark registrations valid for 10 years from registration date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. Applications examined for form, registrability and existence of conflicting marks. If acceptable, published for opposition for 2 months.

Party desiring cancellation of registration on grounds he is prior user must do so within 5 years of registration date. Bona fide registration incontestable after 5 years. Present Trade Mark Law became effective June 1, 1964. Five-year contestability period for trademarks registered under previous laws begins that date.

Cancellation of registration can also be sought under following conditions: If registrant no longer in business for which mark was obtained; if mark no longer distinguishable for goods for which registered; or if mark not used for 5 years and registrant cannot justify such non-use.

FRANCE. Present trademark law effective August 1, 1965. Trademarks registered thereunder valid for 10 years and renewable on indefinite basis. As transitory measure all trademarks subject of applications filed before October 1, 1965, enjoy 15-year protection from application filing date. First applicant can obtain registration and exclusive ownership of a mark even though it may have been previously used by someone else before such registration.

Two exceptions for "prior users." First, as transitory measure, person who has used a trademark before August 1, 1965, has 3 years after that date in which to obtain registration. Second, owner of a trademark already well-known in France as belonging to him rather than registrant can sue registrant for cancellation of mark, if he does so within 5 years after registrant's application filing date.

No examination or opposition proceedings in new law. Applications reviewed for proper format and, if acceptable, registrations granted as of filing date. Trademark must be used within 5 consecutive years after registration; otherwise subject to cancellation or forfeiture upon petition to courts.

Former French Colonies, now independent countries, of Guinea, Cambodia, Laos and Mali continue to apply French trademark law to their jurisdictions.

GERMANY, FEDERAL REPUBLIC OF. Trademark registrations valid for 10 years from application filing date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. Applications examined for form, registrability, possible conflict with prior registrations; if acceptable, published for opposition for 3 months. Decisions in opposition proceedings may be appealed to Federal Patent Court and, as necessary, Supreme Court.

Opposition proceedings can be brought if mark resembles one subject to previously filed and pending application, or if it resembles existing registration or if claimant has acquired rights to similar mark in another country and applicant is his commercial representative and is applying for registration without claimant's consent.

Cancellation proceedings can also be brought on same grounds (existence of prior conflicting registration or unauthorized registration by commercial representative). Cancellation also possible if business in which mark is used is terminated by registrant or if mark is deceptive or misleading. No compulsory use. Assignments must be recorded in Trade Mark Register.

GHANA. Trademark registrations valid for 14 years from application filing date and renewable for similar periods. Trademarks Ordinance provides for Part A (distinctive marks) and Part B (marks capable of becoming distinctive) registrations. First person to apply for registration as user or intended user of mark entitled to its registration and exclusive use. Applications examined for form, registrability and similarity to existing registrations. If satisfactory, published for opposition for 1 month. Any mark registered as distinctive in U.K. is deemed distinctive for registration purposes in Ghana. Registrations can be canceled if mark not used for 5 years. New Trade Marks Act of 1965 due to come into effect soon.

GREECE. Trademark registrations valid for 10 years from application filing date and renewable for similar periods. First person to apply is entitled to registration and exclusive use of mark. Recognized ownership obtained only through registration. Applications examined for form, registrability, and possible conflict with existing registrations. If acceptable, published for opposition for 6 months.

Registration can be canceled by Courts, if registrant has failed to place on market goods bearing mark within 3 years from registration date (1 year on marks for periodicals and 4 years on pharmaceutical marks) or if registrant has discontinued business or not offered products bearing mark for sale for 2 years (1 year for periodical marks).

If registrant can show good cause for not using mark or for suspending operations, it will not be canceled. Other grounds for cancellation include: loss of mark's distinctiveness; determination that it is counterfeit or imitation (3 year limitation, after registration date, on cancellation action, except under certain conditions); or if registration was effected in bad faith (5-year limitation date, provided products bearing mark have been marketed). Assignments must be recorded in Trademark Register to be effective against third parties.

GUATEMALA. Trademark registrations valid for 10 years from registration date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. Proprietary rights recognized only through registration. Applications published three times for opposition. Opposition must be filed within 40 days of first publication.

Cancellation can be sought in courts at any time against registered marks. No compulsory use, except as ordered by Government in special cases. Assignments must be registered for publication in *Diario Oficial*.

HAITI. Trademark registrations valid for 10 years from registration date and renewable for similar periods. First applicant entitled to registration and exclusive use of mark. Applications published for opposition for 2 months. For an opposition to be accepted, the opposer must file application for the litigated mark at time of opposition, where it is not already registered.

Cancellation action against an existing registration can be sought on prior user grounds within 5 years from registration date. Registrations must be recorded with the Chamber of Commerce, per Decree of June 18, 1964. Registrations granted prior to this Decree must be recorded upon renewal.

HONDURAS. Trademark registrations valid for 10 years from registration date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. Prior use does not confer proprietary rights. Applications published three times, at 10-day intervals, for opposition. Opposition may be filed within 15 days after last publication. Oppositions are referred to courts for decision.

Mark must be used for more than year after registration, otherwise considered abandoned unless revalidated upon payment of fee. Registration can be canceled on grounds of injury to party or conflict with previous registration. No classifications of goods.

HUNGARY. Trademark registrations valid for 10 years from the registration date and renewable for similar periods. First person to apply is entitled to registration and exclusive use of mark. If another party can prove prior use, he may apply for its cancellation. Applications examined for form, registrability, and possible conflict with existing registrations. If satisfactory, are published and registered.

No opposition provisions. Relief can be sought through cancellation procedures. No compulsory use but under certain conditions non-use may prejudice registrant's infringement actions.

ICELAND. Trademark registrations valid for 10 years from registration date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. If application is refused on grounds of registration by someone else and applicant can prove in suit against other party that he was original user of mark, he can have mark registered to himself with exclusive rights. Such suit, however, must be filed within year after contested registration is published in Iceland.

No opposition provisions; applications examined for form, registrability, and if acceptable, registrations are issued. Relief can be sought through cancellation procedures. No compulsory use requirement.

INDIA. Trademark registrations valid for 7 years from application filing date and renewable for similar periods. First person to apply for registration, who claims ownership through use, is entitled to registration and recognized proprietary right. However, if, after trademark has been registered, another party establishes proof as first user, he will be entitled to registration as recognized user of mark. Under certain conditions, both parties may have right to registration of mark at same time.

Trademark Register divided into Part A (distinctive marks) and Part B (marks capable of becoming distinctive). Certification and defensive trademarks registerable in Part A. Applications examined for possible conflict with existing registrations and, if acceptable, published for opposition for 3 months. Assignments must be recorded with Registrar.

Any trademark, except defensive mark, can be removed from Register if not used continuously for 5 years. If non-use due to circumstances in trade over which registrant had no control, it will not be canceled for non-use. Cancellation or pertinent changes affecting registration can be sought on other grounds, including deceptive or misleading use of mark. "Registered User" provisions exist.

INDONESIA. Trademark registrations valid for 10 years from date of entry in register and renewable for similar periods. Exclusive right to use mark based on first use in Indonesia. First person to apply for and acquire registration considered first user unless another party proves he was prior user. To preserve first user status, registrant must use mark within 6 months from registration date. Applications examined as to form, registrability and existence of possible conflicting registrations. If satisfactory, trademark is registered. No opposition provisions. Adverse decisions appealable to District Court in Djakarta. Cancellation petitions also can be filed with that Court but must be done within 9 months of registration's publication date. Registration not used within 3 years subject to forfeiture.

IRAN. Trademark registrations valid for 10 years from application filing date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. Applications immediately made public for inspection and opposition purposes; also examined as to form and registrability. Decisions by Registrar to allow or refuse applications made within 15 days from filing date. Refusals may be appealed to Courts.

Allowed applications published for opposition for 30 days. If, after registration, another party can prove prior use of mark, he may seek cancellation action within 3 years from registration date. Registration becomes incontestable after this time on grounds of prior use, except upon proof that registrant at time of filing his application knew that someone else had previously used mark.

Anyone can apply to cancel a registration if it is not used by registrant in Iran or abroad within 3 years of effective date. Cancellations are filed in Court of First Instance of Tehran.

IRAQ. Trademark registrations valid for 15 years from application filing date and renewable for similar periods. First person to apply is entitled to registration and exclusive use of mark. Applications given preliminary search to determine conflicting registrations or applications. If satisfactory, published for opposition 3 consecutive times and oppositions may be

On selecting trademarks for markets abroad

How to select or adapt a trademark for overseas use is discussed in a number of publications by the United States Trademark Association.

The Association, representing more than 800 international trademark-owning companies, lawyers, advertising agencies, designers, and others, was founded in 1878 to protect the rights of trademark owners and the public interest regarding trademark usage. Among its publications are:

Trademark Management: A guide for businessmen. 130 pp., $3.

Trademarks in the Marketplace: Selection and adoption, proper use and protection. 126 pp., $3.50.

Trademark Selection. About 125 pp., $2.30.

Write: The United States Trademark Association, 6 East 45th St., New York, N.Y. 10017.

Also of interest is an article in the March 19 issue of *Chemical News*. Entitled, "Watch Your Language Abroad," the story points up some of the vernacular pitfalls to watch out for in adapting a trademark for overseas markets—in maintaining a mark's identity, in translating literally, in coping with local habits and preferences. **Write:** McGraw-Hill, Inc., 330 W. 42d St., New York, N.Y., 10036.

filed within 90 days of last publication date. Under certain conditions, in opposition proceedings, mark can be registered subject to final decision by Courts. If a person believes mark registered contrary to law and wishes file cancellation petition with Courts, must do so within five years of registration date. Cancellation may be sought at any time if registration not used for two consecutive years. If owner can prove that such non-use due to circumstances over which he had no control, it will not be canceled.

IRELAND. Trademark registrations valid for 7 years from application filing date and renewable for 14-year periods. First person to apply for registration of mark, as user or intended user, is entitled to registration. Trademarks subject to registration in Part A (distinctive marks) and Part B (marks capable of becoming distinctive) of Register. Certification marks registrable in Part A. Part B registration may be obtained if mark has been used in Ireland at least 2 years. Part A registration will be considered incontestable if valid after 7 years except on grounds that mark was acquired through fraud, consists of immoral subject matter, or is deceptive or misleading.

Applications examined for form, registrability and existence of similar registration for same goods. If application acceptable, published for opposition for 1 month. Registered mark not used for 5 years may be canceled. Assignments must be registered to be enforceable in Courts.

ISRAEL. Trademark registrations valid for 7 years from application date and renewable for 14-year periods. Person who is first user of mark and who desires recognized exclusive use by virtue of registration may apply for and receive registration and exclusive ownership of mark. Registrar's refusals of applications can be appealed to High Court of Justice within month.

Accepted applications published for opposition for 3 months. Registrar's decisions in opposition proceedings also appealable to High Court within 30 days. If registrant does not use mark during 2 consecutive years, any interested party may petition its cancellation. If such non-use due to import restrictions or other circumstances over which registrant had no control and he can show bona fide intention to use mark, it will not be canceled.

Cancellation also possible on grounds mark was not originally registrable under law or that it creates unfair competitive advantage for applicant.

ITALY. Trademark registrations valid for 20 years from application filing date and renewable for similar periods. First applicant is entitled to the registration and exclusive use of mark. Any other person who claims to be first user can have a registration canceled if he can show that his prior use of mark was sufficient for it to be generally known by public before registration date. Applications examined as to form and registrability and if satisfactory registrations granted. No opposition provisions. Registered mark must be used within 3 years of registration date, otherwise lapses. Also, mark not used 3 years continuously can be subject to cancellation. Cancellation action on such grounds and on prior use basis must be sought within 5 years after registration.

JAMAICA. Trademark registrations valid for 7 years from application filing date and renewable for 14-year periods. Trademark Register divided into Part A (for distinctive marks) and Part B (for marks capable of becoming distinctive). Part A registrations conclusive as to validity after 7 years.

First person to apply for registration of mark as user or intended user entitled to registration and exclusive use. Applications examined for form, registrability and similarity of mark to existing registrations. If satisfactory, published for opposition for 1 month. Registrations can be canceled if not used for 5 years. "Registered User" provisions exist.

JAPAN. Registrations valid for 10 years from registration date and renewable for similar periods. First applicant is entitled to registration and recognized proprietary right in mark. Under certain conditions another person already widely using mark before application was filed may be permitted to continue such use even after registered to someone else; or he may apply for cancellation within 5 years of registration date.

Applications examined as to registrability, distinctiveness and possible conflict with existing registrations, and, if acceptable, published for opposition for 2 months. Decisions by Patent Office can be appealed up to Tokyo High Court. Director General of Patent Office can cancel registration if not being used for 3 consecutive years, unless good reason for such non-use; if someone else's "well known" mark; if used in misleading or deceptive manner; or if otherwise registered contrary to Law.

Registration remaining valid for 5 years not cancellable except on grounds of misleading use or deception. Cancellation requests subject to trial proceedings before Director General of Patent Office.

JORDAN. Trademark registrations valid for 7 years from application filing date and renewable for 14-year periods. Person using or proposing to use mark may apply for and receive registration and exclusive rights. Applications examined as to form, registrability, and possible conflict with existing registrations. If satisfactory, published for opposition for 3 months. Appeals of opposition proceeding decisions can be made up to High Court of Justice.

Registration can be canceled on grounds of non-use or no bona fide intention of use during 2 years preceding cancellation petition. If registrant proves that such non-use due to conditions over which he had no control, no cancellation action taken.

Registration also cancellable on grounds it creates unfair competitive advantage to owner or was otherwise registered contrary to law. Cancellation petitions must be filed within 5 years of registration date. Unless mark has been registered, no damages for infringement can be recovered.

KENYA. Trademark registrations valid for 7 years from application date and renewable for 14-year periods. Register divided into Part A (for distinctive marks) and Part B (for marks capable of becoming distinctive). First person to apply for registration of mark as user or intended user entitled to registration and exclusive use. Applications published for opposition for 60 days. Registration cancellable if mark not used for 5 years. Law recently amended to effect that marks previously registered in U.K. as distinctive not automatically deemed distinctive for registration in Kenya.

KOREA, REPUBLIC OF. Trademark registrations valid for 10 years from registration date and renewable for similar periods. First applicant is entitled to registration and to exclusive use of mark. Application examined as to form and registrability, and if satisfactory, mark registered 90 days after notice of allowance issued. No opposition provisions. Registration can be canceled administratively for failure by registrant to prevent unauthorized party from using mark on similar goods; failure to use mark for 1 year without good reason; changes in mark rendering it confusing or unrecognizable; failure to record transfer of mark within year after it takes place; acquisition of mark through fraud; or finding that mark is unlawfully registered. If registration remains valid for 4 years it cannot be contested on grounds of similarity to another registration for similar goods.

KUWAIT. Trademark registrations valid for 10 years from application filing date and renewable same. First applicant is entitled to its registration and exclusive use of mark. Application is examined and if refused, or accepted conditionally, applicant may appeal within 30 days to Court, after being informed such action. Accepted applications published for opposition in three consecutive issues of Official Gazette. Oppositions may be filed within 30 days of last publication. Registered mark not used five consecutive years, can be cancelled upon petition to Courts, unless owner can properly justify non-use. Satisfactory use of mark on continuous basis for five years from registration date renders it incontestable as to ownership. Assignments must be recorded in Trademark Register and advertised in Official Gazette.

LEBANON. Validity period for trademark registrations is 15, 30, 45, or 60 years at applicant's option. Registrations renewable for similar periods. First applicant is entitled to registration and exclusive use of mark.

Ownership of registration remaining valid for 5 years becomes conclusive after this period unless shown that original registrant knew of prior use of mark when he applied for it. Non-registrant who, 5 years after registration of mark by another party, can prove that he first used mark before it was registered, can continue to use his mark for period not exceeding 15 years from existing registration date.

Applications are examined and, if satisfactory, are allowed. No opposition provisions. No compulsory use. Assignments must be recorded to be enforceable against third parties.

LIBERIA. Trademark registrations valid for 15 years and renewable similar periods. Infringement actions not possible unless trademark registered. First applicant is entitled to registration and to exclusive use of mark. Applicant, before receiving registration, must prove mark not in use by anyone other than himself.

Applications examined for possible conflict with existing registrations; if satisfac-

tory, are advertised to public at applicant's expense for not more than year and registered. Mark must be used within 2 years of registration date; otherwise, can be canceled. Registration also cancellable if owner neglects take legal action against infringer or adopts new mark. Assignments must be recorded in Trademark Register.

LIBYA. Trademark registrations valid for 10 years from application filing date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. Applications examined as to registrability, possible conflict with existing registrations; if acceptable, published for opposition for 3 months. Appeals in opposition proceeding decisions made in first instance to Trade-Mark Registration Office and then can be taken to Federal Supreme Court.

If a registered mark in valid use for 5 years after registration date, registrant's exclusive rights cannot be challenged. If registered mark not used 5 consecutive years without justification, interested party can file cancellation petition with Court of First Instance. Assignments must be recorded in Trademark Register.

LIECHTENSTEIN. Trademark registrations valid for 20 years from application filing date and renewable similar periods. First person to apply for registration of mark entitled to its registration and exclusive use. Prior user rights recognized. Liechtenstein's Trade Mark Law virtually same as Switzerland and subsequent summary information latter country also applies this case.

LUXEMBOURG. Trademark registrations valid for 10 years from registration date and renewable for similar periods. First person to use mark is only one entitled to registration and resultant exclusive use of mark. However, if person uses mark for 5 years without registering it, he loses rights to its registration and exclusive use, if someone else already applied for registration in good faith.

Applications examined only for format and, if satisfactory, are allowed. No opposition provisions or compulsory use. Cancellation procedures exist. Only those foreigners who have prior home registrations can register their trademarks. Such marks are protected in Luxembourg only so long as prior home registrations are valid.

MALAWI (NYASALAND). Under new regulations, effective January 1, 1964, all marks previously registered in Federation of Rhodesia and Nyasaland remain effective in Malawi for their original term. Federation separated in 1963 into Malawi, Zambia, and Southern Rhodesia. Marks are registrable in Malawi for 7 years from application filing date and renewable for 14 years. First person to apply for mark as user or intended user entitled to registration and exclusive use of mark. Register divided into Parts A (distinctive marks), B (marks capable of becoming distinctive), C (certification marks) and D (defensive marks).

Applications examined for novelty and, if satisfactory, published for opposition for 2 months. Registration can be canceled if mark not used 5 years. Part A registration remaining valid 7 years considered incontestable except on grounds acquisition by fraud; immoral or scandalous contents; or deceptive or confusing subject matter. "Registered User" provisions exist.

BENEATH A WELL KNOWN LABEL, visitor at U.S. Trade Center in Milan reads through microscope what NCR microfilming equipment has produced. In Italy, trademark registrations are valid for 20 years.

MALAYSIA. New nation of Malaysia established September 6, 1963, consisting formerly of Malaya, Sarawak and Sabah (North Borneo). No central trademark law yet adopted and each separate State continues to enforce trademark law in effect in its area before that date. Office of Registrar of Trademarks and Patents in Malaya is at Kuala Lumpur. Registrar of Trademarks and Patents in Singapore reportedly serving as Registrar for Sabah, for time being. Sarawak has own Registrar at Kuching.

Trademark registrations in each of above 3 areas valid for 7 years from application filing date and renewable for 14-year periods. Malaya, Sarawak and Sabah each have trademark law with Register divided into Part A (for distinctive marks) and Part B (for marks capable of becoming distinctive). In each area, first person to apply for registration of mark as user or intended user is entitled to registration and exclusive use.

Applications examined as to form, registrability and similarity of trademark to existing registrations; if satisfactory, published for opposition for 1 month. Registration can be canceled if mark not used 5 years. "Registered User" provisions exist.

MEXICO. Trademark registrations valid for 10 years from application filing date and renewable similar periods. First applicant is entitled to registration and exclusive use of mark. Person proving he was using mark more than 3 years before its registration can retain rights to its continued use. No opposition provisions.

Application examined primarily for novelty and existence of conflicting registrations; if unsatisfactory, applicant is notified and given time limit to make required changes. Upon completion of modifications and filing new documents required, mark will be registered. Registered mark must be used for continuing 5-year period, otherwise considered lapsed, unless renewed under special conditions.

Registration becomes void: (1) if found to have been illegally registered; (2) if used by another party in Mexico before registration date, provided contesting party files his own application within 3 years of first registration's publication and proves he used mark before first registration and that he is continuing its use; (3) if mark previously used and registered by another party abroad, provided contestant takes steps in (2) above within 6 months, instead of 3 years; (4) if contains false or misleading data and (5) if inadvertently registered while a similar registration existed and it is found that former infringes latter, provided cancellation action is sought within 3 years after publication of latter's registration.

Assignments must be recorded with Secretariat of National Economy to be effective against third parties. "Registered User" provisions exist.

MONACO. Trademark registrations valid for 15 years from application filing date and renewable for similar periods. Person can acquire exclusive property right in trademark by applying for and securing registration. No opposition procedures; if ap-

plication is determined satisfactory, registration is granted and relief must be sought through cancellation procedures. Registration can be contested on grounds of prior use of mark in Monaco. However, registered mark in that country remaining valid and in use for 5 years by registrant cannot be contested after this period on prior user grounds. Assignments must be recorded.

MOROCCO (FORMER FRENCH AND SPANISH ZONES). In 1956, former French and Spanish Zones of Morocco and Tangier Zone joined to form Kingdom of Morocco. No unified trademark legislation yet adopted. Protection in ex-French and Spanish Zones should still be sought through Office Morocain, Casablanca. For information former Tangier Zone, see separate summary.

Trademark registrations in area administered by Office Morocain, Casablanca, valid for 20 years from registration date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. Prior user, upon submission of proof, can have first registration canceled; cancellation action must be sought before expiration of 5 years' continuous use of mark, either in Morocco or abroad. After such time, mark becomes incontestable on such grounds, unless proven that original registrant knew, when filing his application, that mark was already in use.

Applications examined as to form and registrability; if satisfactory, registrations granted. No opposition proceedings. Registered mark must be used in Morocco or abroad, otherwise can be canceled unless non-use justified. Assignments should be recorded.

NEPAL. New Patent, Design, Trademark Act promulgated Sept. 30, 1965. Trademark must be registered to be protected exclusively. No limitation on duration of valid registration. First applicant entitled to registration; no opposition proceedings. Law enables cancellation by authorities if later determine that mark should not have been registered for following reasons:

Registration can be refused, or canceled, if may hurt prestige of any individual or institution; if adversely affects public conduct or morals; if undermines reputation of another party's trademark, or if found to have already been registered. Marks previously registered under 1936 Act, which existing one supersedes, considered in force under new Act.

NETHERLANDS. Registrations valid for 20 years from application filing date and renewable similar periods. First applicant presumed first user, in absence proof contrary; therefore entitled to registration and exclusive use of mark. To establish recognition as first user, person must have first used mark distinguish his goods in Netherlands and for no longer than 3 years from last use of mark. Applications examined as to form, registrability, and existence possible conflicting registrations.

Applicants permitted 1 month from receipt applications by Industrial Property Office in which to amend, revise applications, if so desired, by trademark authorities. If application satisfactory, allowance notice issued and upon payment fee, registration granted. No opposition proceedings. Industrial Property Office decisions can be appealed to District Court at The Hague and further to Supreme Court.

Cancellation petitions can be filed by private parties with Courts in independent proceedings. Public Prosecutor can also file cancellation petition if believes trademark registered illegally. Failure use mark during 3 years can cause lapse exclusive rights; possible to re-register mark lapsed for non-use. Assignments must be recorded with Industrial Property Office.

Netherlands Antilles maintains separate Industrial Property Bureau (Curacao) and trademark law; Bureau also considered sub-office of Netherlands Industrial Property Bureau. Trademark protection may be secured separately this area; basic features of law similar to Netherlands, and provide for right of registration to first actual or presumed user (either in Netherlands, Antilles or Surinam); for no opposition proceedings; for cancellation petitions to the Courts; and for forfeiture for non-use for 3 consecutive years (with re-registration possible under certain conditions). Registrations valid for 10 years from application filing date and renewable for 20-year periods.

In Surinam, trademark law, regulations in force basically similar those in Netherlands.

NEW ZEALAND. Trademark registrations valid 7 years from application filing date and renewable for 14-year periods. First person apply for registration of mark as user or intended user entitled to registration and exclusive use. Registration can be challenged and corrective action sought any other party proving first use of mark. Applications published for opposition for 3 months. Trademarks registrable under Part A (distinctive marks) and Part B (marks capable of becoming distinctive) of Register.

Registration cancellable any time on grounds it obtained by fraud, consists of scandalous matter, misleading or deceptive or contrary to law or public morals. Certification marks registrable Part A. Mark can be taken off Register if proven it was registered without intention use it good faith and it not used up to 1 month before trademark application filed or, if not used within 5 years before cancellation application filed. Assignments must be registered to be enforceable. "Registered User" provisions exist.

NICARAGUA. Trademark registrations valid for 10 years from registration date and renewable similar periods. First applicant is entitled to registration and exclusive use of mark. Person subsequently claiming to be first user may, upon proof, have original registration canceled. Applications examined as to proper form, registrability and published for opposition for 30 days.

Oppositions are referred to Courts for decision. No compulsory use of registration but, if business in which mark has been used does not produce for year, registration considered abandoned. Cancellation action may be initiated any time by anyone believing registration granted contrary to law. Assignments must be recorded in Trademark Office.

NIGERIA. Trademark registrations valid for 14 years from application filing date and renewable for similar periods. Trademark law has Register divided into Part A and Part B. Current registrations and those which were valid when existing Ordinance came into effect in 1925 appear Part A. Part B registrations are older ones not re-registered under 1925 Ordinance. First person to apply for registration as user or intended user of mark entitled to registration and exclusive use. Applications published for opposition for 3 months. Registration cancellable if mark not used 5 years. Mark registered in U.K. entitled to registration in Nigeria in priority other applications. Marks applied for certain textiles must first be registered in U.K.

NORWAY. Trademark registrations valid for 10 years from registration date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. Person subsequently claiming to be first user may contest mark within 5 years from registration date; it is incontestable on such grounds after this period.

Applications examined as to form, registrability and possible conflict with existing registrations; if acceptable, published for opposition for 2 months. Registration can be canceled any time if registrant no longer engaged in business in

Protection data available on many countries

The Commerce Department, in its Overseas Business Reports for U.S. businessmen, publishes information on protection of industrial property rights abroad.

Such information is contained in the "Establishing a Business in _____" series for individual countries, and in separate reports such as those listed below.

Patent, Trademark, Industrial Design & Copyright Protection in Australia. OBR 65-74. 7 pp.

Patent, Trademark, Industrial Design and Copyright Protection in Japan. OBR 65-54. 8 pp.

Patent and Trademark Regulations of Sweden. OBR 62-33. 6 pp.

For single copies of the first two, at 15 cents each **write:** Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any Commerce Department Field Office. The third may be obtained only from the Department of Commerce, Washington, D.C. 20230.

To determine whether an "Establishing a Business" report is available for a given country, consult the latest Commerce Department Checklist of International Business Publications. Single copies of the Checklist are available, without charge, from the Department's Publications Division, DIB.

which mark was obtained, if mark deceptive or misleading, if no longer distinguishable or otherwise contrary public morals and order.

No compulsory use. Authorities reserve right not to record trademark assignment assigned without original business for which used, if they believe such assignment may create public deception. Such refusal to record could prejudice enforcement of assignment.

PAKISTAN. Government adopted provisions of India Trade Marks Act of 1940. Trademark registrations valid for 7 years from application filing date and renewable for 15-year periods. First applicant who claims to own mark through use or intended use entitled to registration and recognized ownership. If, after mark is registered, another party proves he used mark prior to registration, he may continue to use mark and may be entitled to concurrent registration.

Application examined as to form, registrability and possible conflict with existing registrations, if satisfactory, published for opposition for 4 months. Registered mark not used on continuous 5-year basis may be canceled. Registration remaining valid for 7 years from registration date considered incontestable property right of registrant.

Registration can be contested any time on grounds it is deceptive, misleading or contrary to public morals and order, or was obtained through fraud. Assignments must be registered to be admitted as Court evidence. "Registered User" provisions exist.

PANAMA. Trademark registrations valid for 10 years from registration date and renewable for similar periods. First person to apply for trademark registration entitled to it. Person who can subsequently establish proof on first user can have original registration canceled. Applications examined as to form and registrability; if accepted, published twice for opposition. Oppositions must be filed within 90 days of last publication date.

Mark can be registered before used but then must be used within a year after registration, otherwise lapses. Use defined by law as production and manufacture of trademarked articles followed by their domestic or foreign marketing. Other grounds for cancellation are modification of mark after registration and failure to renew it for 30 days after expiration. Assignments must be recorded to be effective against third parties.

PARAGUAY. Trademark registrations valid for 10 years from registration date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. Registration is only basis upon which proprietary right in trademark established. Applications examined only as to form; if satisfactory, published for opposition for 30 days.

Damages, trademark cancellation, or other punitive action can be sought any time by complainant who believes registrant violating trademark law. No compulsory use except as ordered by Government in individual cases. Infringement actions cannot be brought by registrant after 3 years of first occurrence of infringement or after 1 year from day on which registrant first knew about the infringement. Assignments must be recorded.

PERU. Trademark registrations valid for 10 years from application filing date and renewable for similar periods. First applicant is entitled to registration of mark and exclusive use. When two or more applications filed, preference given to prior user. Applications examined as to form, registrability and existence possible conflicting registrations; if accepted, published for opposition. Oppositions must be filed within 40 days from date first publication notice. No compulsory use except for gold and silver articles, alcoholic beverages. Cancellation of registration can be sought any time. Assignments must be recorded in Trademark Office.

PHILIPPINES. Registrations valid for 20 years from registration date and renewable similar periods. To maintain registration in force, owner must file within year following its 5th, 10th, and 15th anniversaries, affidavit that mark still being used or that use excused according to law. Mark cannot be registered unless applicant establishes ownership through prior use. Applications examined as to form, registrability and existence possible conflicting registrations; if satisfactory, are published for opposition for 30 days.

Registration can be canceled any time if lost its distinctiveness for article on which patent expired; if abandoned (failure to use mark continuously for 5 years before cancellation petition is considered abandonment); if obtained through fraud or deception; or if being used in misleading manner.

Philippine Law provides for Principal Register (trademarks, service marks, and trade names), Supplemental Register (such marks not capable of registration on Principal Register but qualified for registration under special programs) and Register of Names and Other Marks of Ownership. Registered trademarks can be recorded with Customs Bureau for protection against imports bearing such marks without registrant's authorization. Assignments must be recorded with Patent Office.

POLAND. Trademark registrations valid for 10 years from registration date and renewable similar periods. First person to apply for mark entitled to its registration and recognized ownership. Person who subsequently claims to be first user may, upon proof, have application rejected or registration canceled. Although registration incontestable on such grounds after 1 year, prior user can still use mark.

Applications examined as to form, registrability and possible existence conflicting registrations; if satisfactory, published for opposition. Owners possible conflicting marks given specified time to enter opposition. No compulsory use except as may be ordered in public interest. Cancellation action can be sought any time against a registration. Infringement actions must be taken within 3 years after first occurrence of infringing act. Assignments must be recorded to be enforceable.

PORTUGAL. Trademark registrations valid for 10 years from registration date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. Person who subsequently claims to be first user, may, upon proof, secure cancellation of original registration. Prior-user claimant must file for such cancellation within 6 months of original registration and not have used mark for more than 6 months without applying for own registration.

Applications examined and, if satisfactory, published for opposition for 3 months. Registration can lapse if not used 3 consecutive years. Registration can be canceled if found to be registered to unqualified party; if imitates or causes confusion with mark belonging to national of Paris Union country; or if granted, without permission, to representative of foreign owner of mark. Cancellations are effected through Courts. Assignments must be recorded.

RUMANIA. Trademark registrations valid for 15 years from registration date and renewable for similar periods. Applicant must show he was first user and such use continuing. Trademark must be registered to be enforceable against infringers. Applications examined as to form and content, and if satisfactory, are allowed. No opposition provisions.

Cancellation of registration may be sought any time. No compulsory use requirement but use can be required for pharmaceutical products or others which Government believes relate directly to public health. Assignment must be recorded; otherwise, mark becomes invalid. Foreign applicants must be represented by Bureau for Patents and Inventions, Rumanian Chamber of Commerce, Bucharest.

SAUDI ARABIA. Trademark registrations valid for 15 years and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. Applications, after examination and acceptance, published for opposition for 6 months. Registered mark used continuously for 5 years from registration date and without any valid case prosecuted against it, becomes incontestable as to ownership. However, at any time, any person who can prove that he used it for a year before it was first registered can have first registration transferred to him as recognized owner of mark. Customs authorities can seize and confiscate imported goods bearing marks which infringe those registered in Saudi Arabia. Assignments must be recorded in the Trademark Register.

SIERRA LEONE. Trademark registrations valid for 14 years from application filing date and renewable for similar periods. U.K. trademark registrations may be registered in Sierra Leone any time; their duration is same as those of original British registrations. Trademarks for cotton goods must first be registered in U.K. Register is divided into Part A (for distinctive marks) and Part B (for marks capable of becoming distinctive). First person to apply for registration of mark as user or intended user is entitled to registration and exclusive use. Applications examined as to form, registrability and possible conflict with existing registrations; if satisfactory, published for opposition for 3 months. Registration can be canceled if mark not used 5 years. "Registered User" provisions exist.

SINGAPORE. Trademark registrations valid for 7 years from application filing date and renewable for 14-year periods. Register is divided into Part A (for distinctive marks) and Part B (for marks capable of becoming distinctive). First person to apply

for registration of mark as user or intended user entitled to its registration and exclusive use. Applications examined as to form, registrability and similarity of trademark to existing registrations; if found satisfactory, published for opposition for 2 months. Registration can be canceled if mark not used 5 years. Trademark can be registered independently without prior U.K. registration, except for textile products. "Registered User" provisions exist.

SOMALIA. Present Somalia Republic consists of former British Somaliland and Trust Territory of Somalia. Separate industrial property laws in effect when Republic was formed in 1960 reportedly recently unified on basis of laws previously in effect in old Trust Territory. Under old Trust Territory's trademark law, trademark registration could be applied for independently without prior home registration. New Somalia Patent and Trademark Office in Mogadiscio.

SOUTH AFRICA. Under new Trade Mark Act of Jan. 1, 1964, trademarks valid for 10 years from filing date and renewable for similar periods. Registrations granted on applications filed before January 1, 1964, valid for 14 years and renewable for 10-year periods. First person to apply for registration of mark as user or intended user entitled to its registration and exclusive use. Under certain conditions trademark being used by more than one person can be registered to several parties for concurrent use.

Trademarks registerable under Parts A (distinctive) and B (capable of becoming distinctive) of Register. If Part A registration remains valid after 7 years it becomes incontestable on grounds of prior use and rightful ownership. It may be canceled any time on grounds it was obtained by fraud, is misleading or deceptive or otherwise contrary to law or public morals.

Applications examined for registrability and possible conflict with pending applications; if acceptable, published for formal opposition for 2 months. New law also provides for informal opposition procedures whereby Registrar can decide case on informal basis with consent both parties. Any mark can be taken off Register upon proof that it was registered without any intention by owner to use it, or, if, not used within 5 years after registration. With few exceptions, clearance should be sought from Registrar on case-by-case basis as to conditions under which trademark is legally assignable. "Registered User" provisions exist.

SPAIN. Trademark registrations valid for 20 years from registration date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. Applications are examined; if approved, are published in Official Bulletin for opposition for 2 months. Trademark registration must be used for 5 consecutive years; otherwise, it can be canceled upon petition by any party to courts. If registrant can show that such non-use was due to "force majeure," mark will not be canceled. Registration can also be canceled or subjected to forfeiture upon termination and failure to renew its validity; failure to pay any of advance 5-year installment fees and upon proprietor's death or dissolution of business in which used.

SUDAN. Trademark registrations valid for 20 years from registration date and renewable for similar periods. First person to apply for a mark as user or intended user is entitled to its registration. Applications examined and, if acceptable, published for opposition for 6 months. Infringement proceedings cannot be instituted by trademark owner unless mark registered. Registration can be canceled by Courts if not used for 2 consecutive years; if use creates unfair competitive advantage; or if fraudulently obtained or otherwise not entitled to registration under law. Cancellation petition on grounds other than non-use must be filed within 5 years of trademark registration date. Assignments must be recorded.

SWEDEN. Trademark registrations valid for 10 years from registration date and renewable for similar periods. First person to apply for a mark is entitled to its registration and exclusive use. Person who subsequently claims to be first user may within 5 years from registration date, petition to have mark canceled. Applications examined as to form, registrability and possible existence of conflicting registrations; if satisfactory, published for opposition for 2 months.

Registration can be canceled if mark not used for 5 consecutive years, unless registrant proves such non-use due to circumstances beyond his control. Registration can also be canceled if owner is no longer engaged in business for which mark was registered; if mark loses distinctiveness for class of goods covered and if deceptive, offensive or otherwise contrary to public order. Assignments must be recorded.

SWITZERLAND. Trademark registrations valid for 20 years from application filing date and renewable for similar periods. First person to apply for registration as owner of mark is entitled to its registration and exclusive use. Person who subsequently claims to be first user may, upon proof, have original registration canceled. Applications examined and, if satisfactory, will be allowed. No opposition provisions. Cancellation can be sought any time. Government itself may cancel registration if it determines that mark was registered contrary to law. Registered mark must be used 3 consecutive years; otherwise, can be canceled. Assignments must be recorded to be effective against third parties.

SYRIA. Trademark registrations valid for 15, 30, 45 or 60 years from registration date, at applicant's option. Applications examined; if acceptable, are allowed. No opposition provisions. First person to apply for mark is entitled to its registration and exclusive use. Fees for pertinent duration periods are payable in advance, including renewals.

Person who subsequently claims to be first user may contest a registration within 5 years of registration date. Otherwise mark becomes incontestable on prior user grounds unless shown that registrant knew about prior use when he filed application. Even though prior user may lose right to contest registration after 5-year period, he can continue to use his mark for 15 years after date of first mark's registration. No compulsory use except as determined by Government for certain products. Assignments must be recorded.

TANGIER ZONE. Although now part of Kingdom of Morocco, continues to maintain separate trademark law and Industrial Property Bureau in Tangier, to receive applications and issue registrations. Trademark registrations valid for 20 years from application filing date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. Person who subsequently claims to be first user, desiring to contest registration, must first file application for his mark.

Applications examined and, if satisfactory, published for opposition for 2 months. Registration can be canceled if not effectively used for 5 years without justification, if business in which used ceases to exist, if has expired without renewal, or if cancellation requested by owner. Assignments must be recorded to be enforceable against third parties.

TANZANIA (TANGANYIKA AND ZANZIBAR). The union of Tanganyika and Zanzibar into United Republic of Tanzania took place April 26, 1964. Until permanent constitution finalized, trademark laws of each country reportedly remain in force separately in respective areas.

Each country has Register divided into Part A (for distinctive marks) and Part B (for marks capable of becoming distinctive). First person to apply for registration of mark as user or intended user is entitled to registration and exclusive use. Applications are examined as to form, registrability and similarity of trademark to any existing registration.

In Tanganyika, applications, if found satisfactory, are published for opposition for 60 days. Opposition period in Zanzibar is 3 months. Registration can be canceled in either country if mark not used for 5 years. In Tanganyika, registrations valid for 7 years and in Zanzibar 14 years, from application filing date. Both laws have 14-year renewal periods, and "Registered User" provisions.

THAILAND. Trademark registrations valid for 10 years from application filing date and renewable for similar periods. First person to use mark is entitled to its registration and exclusive use. Registration confirms proprietorship in mark; infringement proceedings cannot be instituted on behalf of unregistered mark. Applications examined as to form, registrability and possible conflict with existing registrations; if satisfactory, published for opposition for 90 days.

Registration can be canceled if not used for 5 years following application filing date, unless such non-use due to circumstances over which registrant has no control. Registration can also be canceled if registrant, or his agent, discontinues business or address for services in Thailand, or if mark loses distinctiveness or otherwise registered contrary to the law. Assignments must be recorded.

TOGO. Trademark registrations valid for 10 years from application filing date and renewable for similar periods. Present Trade Mark Law in force as of December 28, 1961. Registrations existing that date remain valid for 10-year period from that date. First person to apply for trademark registration (i.e., deposit) entitled to registration of mark and its exclusive use. No examination or opposition procedures. Registration only basis upon which pro-

prietorship of mark legally recognized. No compulsory use, except as may be required by Government for certain products. Assignments must be recorded in Register of Trademarks.

TRINIDAD AND TOBAGO. Trademark registrations valid for 14 years from application filing date and renewable for similar periods. Trademarks registrable under Part A (for distinctive marks) and Part B (for marks capable of becoming distinctive). First person to apply for registration of mark as user or intended user entitled to its registration and exclusive use.

Applications examined as to form, registrability and similarity to existing registrations. If satisfactory, published for opposition for 1 month. Trademark registered in U.K. qualifies for registration this area. Registration can be canceled if mark not used for 5 years. Registration does not necessarily have to be assigned with good will of business in which used, but Registrar can require assignment to be advertised. Assignments must be recorded to be enforceable. "Registered User" provisions exist.

TUNISIA. Trademark registrations are valid for 15 years from application filing date and renewable for similar periods. Person who applies for trademark registration as first user of mark is entitled to its registration and exclusive use. Registration is only basis upon which exclusive right in mark can be acquired. No examination, opposition, or appeal procedures. Cancellation of registration can be sought any time. No compulsory use. Assignments must be recorded to be effective against third parties.

TURKEY. Trademark registrations valid for 10 years from registration date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. If person claiming to be prior user of mark for same goods can furnish such proof, he can have original registration canceled. Such action must be taken within 3 years of publication of registration. Applications examined as to form and registrability; if satisfactory, are allowed. If refused, applicant has 3 months (and 1-month extension, if requested) from refusal date to file amendment. No opposition provisions.

Ordinarily mark not used for 3 years subject to cancellation; nationals Paris Union countries exempt from such use requirements. Registration does not have to be assigned with good will of business in which used but if assignment is such that it misleads public, mark will be canceled.

UGANDA. Trademark registrations valid for 7 years from application filing date and renewable for 14-year periods. Register divided into Part A (for distinctive marks) and Part B (for marks capable of becoming distinctive). First person to apply for registration of mark as user or intended user is entitled to registration and exclusive use. Applications examined as to form, registrability and similarity of trademark to existing registrations; if found satisfactory, published for opposition for 60 days.

Under recent amendment to Uganda Trade Mark Ordinance, mark registered in U.K. not now automatically considered distinctive and Registrar therefore not bound accept it because of such prior registration. Also, no longer necessary specifically to support trademark application in cotton or metal classes with prior U.K. certificate of registration. "Registered User" provisions exist.

VISITORS SAW FAMILIAR TRADEMARKS throughout U.S. Exhibition at German Industries fair, Berlin, last fall. In the Federal Republic, trademark registrations are valid for 10 years from application date.

UNITED ARAB REPUBLIC (EGYPT). Trademark registrations valid for 10 years from application filing date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. Applications examined as to possible conflict with existing registrations; if satisfactory, published for opposition for 3 months. After a mark is registered, any party who desires such cancellation on prior user grounds may do so upon submission adequate proof.

If original registrant has used mark continuously for 5 years after registration date, ownership becomes incontestable, except if mark is used deceptively, or lost its distinctiveness on a product on which patent has expired, or has been acquired by fraud. Parties seeking cancellation must file their petitions with Courts. Assignments must be recorded.

UNITED KINGDOM. Trademark registrations valid for 7 years from application filing date and renewable for 14-year periods. First person to apply for registration of mark as its user or intended user entitled to registration and ownership. Under certain conditions mark being used by more than one person can be registered to both parties. Marks are registered in Parts A (distinctive) or B (capable of becoming distinctive) of Register.

Applications examined for registrability and possible conflict with pending applications or existing registrations; if satisfactory, published for opposition for 1 month. Registrar's decision in trademark application cases can be appealed to Courts. Application refused for Part A can be amended for possible registration in Part B obviating need for filing new application for Part B registration. If Part A registration remains valid 7 years, becomes registrant's incontestable property right and cannot be challenged on grounds he is not first user or rightful owner.

Registration can be canceled any time upon proof it was obtained by fraud, consists of scandalous matter, is misleading or deceptive, has lost its distinctiveness, or is otherwise contrary to law. Part B registration does not enjoy incontestability rights after 7 years validity as does Part A registration and thus less valuable and protectable mark. A person, upon payment of fee, can obtain preliminary advice from Registrar whether or not his trademark qualifies for registration Part A or B. If advised that trademark is registrable and he applies for it within 3 months but application is rejected, filing fee will be refunded.

Any trademark can be removed from Register upon proof that owner has no intention of using it —or, if not used continuously for 5 years, before removal petition was filed. If registrant can show such non-use due to circumstances beyond his control, registration will not be removed on such grounds. With few exceptions,

TRADEMARKS are important part of U.S. exhibitions abroad. Mark registration fees vary widely among countries—for initial filings, renewals.

clearance should be sought from Registrar on case-by-case basis as to conditions under which trademark can legally be assigned. "Registered User" provisions exist.

Most of newly independent States formerly British Colonies continue maintain separate pre-independence trademark laws although new and completely autonomous laws being developed and promulgated. Situation in each of these countries described separately in summary. Existing British colonies and possessions generally fall into following broad categories with respect to type of trademark protection available:

(1) Areas which provide protection only on basis of existing registration in United Kingdom, such as Aden, Basutoland (or a prior registration in Republic of South Africa), Bechuanaland (or Republic of South Africa), British Honduras, Falkland Islands, Gilbert Islands, Grenada, Gibraltar, St. Helena, Solomon Islands and Swaziland (or Republic of South Africa). Trademark registrations these areas usually run for duration of U.K. registrations on which based.

(2) Areas where one can apply for independent registration or secure protection based on existing registration in U.K., such as Antigua, Bahamas, Barbados, Bermuda, British Guiana, British Virgin Islands, Brunei, Fiji Islands, Gambia, Malta, Mauritius, and St. Lucia. Registrations these areas usually granted for 7- or 14-year periods. Trademarks registered in Leeward Islands before de-federation in 1956 continue to be effective in separate colonies (Antigua, Nevis, Dominica, Montserrat, and British Virgin Islands).

In Hong Kong, trademarks qualify for registration on original and independent bases, under 1954 ordinance. Register is divided into Part A (distinctive marks) and Part B (capable of becoming distinctive). Registrations valid for 7 years (14 years if registered before Jan. 1, 1955) and renewable for 14-year periods. Owner of registration in U.K. or elsewhere must apply for new registration in Hong Kong and meet requirements of local law and regulations. Where evidence of use required, such use must be in Hong Kong.

Application can be refused if mark identical or may cause confusion with mark already registered for same goods in country where such goods originate, unless applicant can prove used mark continually before registration of conflicting mark in country of origin. Registration can also be canceled on these grounds if complainant applies for such cancellation to Hong Kong Court within 7 years of registration. Application examined for existence of conflicting marks; if it is acceptable to authorities, applicant must publish notice in local *Gazette* of his intention to register mark. Anybody may within 2 months this notice, file opposition. "Registered User" provisions exist.

URUGUAY. Trademark registrations valid for 10 years from registration date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. Party who wishes seek cancellation on prior user grounds must do so within 2 years of registration date. Applications examined as to existence possible conflicting registrations; if satisfactory, published in the *Official Gazette*. Oppositions must be filed within 20 days of last publication.

Cancellation against trademark registration on grounds other than non-use can be sought any time. No compulsory use, but Government may order certain trademarks used in public interest. Under certain conditions, subject to Government approval, registration can be assigned without business in which used.

USSR. Trademark must be registered with State Committee of USSR for Inventions and Discoveries before it can be used exclusively in Soviet Union. Trademarks registered for term desired by applicant up to period of 10 years from application filing date; renewable on same basis. First person to apply for mark entitled to registration; prior use not required. Where disputed mark not ever used, registration goes to first applicant based on his "date of despatch." Otherwise, registration issued to first person who used mark. "Date of despatch" is date application was sent to Committee.

Applications examined as to form, registrability and possible conflict with existing registrations; if satisfactory, will be allowed. No opposition proceedings. Registration expires if not renewed at expiration of originally requested term; at owner's request; or upon dissolution of pertinent establishment.

Registrants can file infringement suits to prevent unauthorized use their marks. Court action can also be sought cancel registration on grounds improper registration. Foreign applicants must appoint Patent Bureau, USSR Chamber of Commerce, as agent for purposes filing, other trademark actions. Assignments and licenses must be recorded with Committee for entry in Trademark Register and publication in *Bulletin for Inventions, Trademarks and Designs.*

VENEZUELA. Trademark registrations valid for 15 years from application filing date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. Applications examined as to form, registrability and possible existence of conflicting registrations or pending applications; if satisfactory, published for opposition for 30 days. Law recognizes prior users' rights and affords them relief, upon adequate proof, through opposition procedures or through cancellation action after mark is registered. Cancellation action such grounds must be sought within 2 years of registration date. Trademark registration not used continuously for 2 years subject to cancellation. Assignments must be recorded with Bureau of Industrial Property.

VIET-NAM, SOUTH. Trademark registrations valid for 15 years from application filing date and renewable for similar periods. First applicant is entitled to registration and exclusive use of mark. Applications are examined and, if satisfactory, are allowed. No opposition provisions. Although no compulsory use requirement, Government may determine that a trademark registered for certain products must be used. Also, renewed trademark registration can be voided if not used within 3 years from renewal date. Assignments must be registered in Industrial Proprietorship Official Journal.

YUGOSLAVIA. Trademark registrations issued on unlimited basis so long as registrant continues pay required advance fees for number of years for which protection desired. Period of registered protection starts from application filing date. First applicant is entitled to registration and recognized ownership of mark. Party who subsequently wishes contest registration on prior user grounds may do so within 3 years of registration date.

Applications examined as to form, registrability and possible existence conflicting registrations; if satisfactory, are allowed. No opposition provisions. Parties who believe that registered trademark conflicts with one already registered or that it otherwise registered contrary to law may seek cancellation. Mark is voided when business which used it terminates. No compulsory use, except as ordered by Government for certain products. Assignments must be recorded.

ZAMBIA (NORTHERN RHODESIA). Under new regulations of April 1964, all marks previously registered in Federation of Rhodesia and Nyasaland are to remain in effect in Zambia for their original term. Federation was separated in 1963 into Malawi, Zambia and Southern Rhodesia. Marks registrable in Zambia for 7 years from application filing date and renewable for 14 years. First person to apply for mark as user or intended user is entitled to registration and exclusive use of mark. Register divided into Parts A (distinctive marks), B (marks capable of becoming distinctive), C (certification marks) and D (defensive marks).

Applications examined for novelty and, if satisfactory, published for opposition for 2 months. Registration can be canceled if mark not used for 5 years. Part A registration remaining valid 7 years considered incontestable except on grounds of acquisition by fraud, immoral or scandalous contents, or deceptive or confusing subject matter. "Registered User" provisions exist.

U.S. exports and imports again exceed records

First quarter trade surplus higher than last quarter's, but below 1965 rate

A strong advance in U.S. exports in March raised the trade surplus in the first three months of the year to an annual rate of $4.7 billion, slightly above that of the preceding quarter. Nevertheless, the surplus in the March quarter was $500 million less than the 1965 surplus of $5.2 billion as imports continued to climb at a faster rate than exports.

Shipments in the first quarter (seasonally adjusted and excluding military grant-aid shipments, but including other Government-financed exports) were valued at an annual rate of $28.7 billion. This rate was 8% above the 1965 level, though only 1% over the previous quarterly peak in the final three months of last year.

From a slow start in January and February, when exports averaged $2,292 million—the lowest value since July (after seasonal adjustment)—exports moved upward by 13% in March to $2,594 million. That value represented a record monthly level other than the figure for March, 1965, when U.S. shipments skyrocketed following the end of the dockworkers' strike. The sharp upward movement in March of this year stemmed largely from unusually strong increases in shipments of machinery, transport equipment, food, and chemicals.

First-quarter record

The continued strength in demand for foreign goods this year pushed imports in the March quarter to another record. At the annual rate of $24 billion, imports topped those of the preceding quarter by 1% and exceeded last year's total by 12%. Imports in the month of March rose by 6% over the January-February average.

Almost half of the rise in U.S. exports in January-March over the quarterly average of last year was accounted for by increased sales of capital equipment. Shipments of foodstuffs supplied another major part of the advance, while a smaller contribution was made by the sharply expanded sales of consumer goods.

Computer exports rise

Exports of capital equipment, unadjusted for seasonal variation, increased by about 7% to $2.6 billion in the first quarter over the 1965 quarterly average. Excepting metalworking machines, all major types of machinery exports expanded or held even with last year's level. The major advances were registered in exports of office machines, agricultural machinery, and engines.

The expansion in sales of U.S. office machines reflected primarily increased deliveries abroad of computers, which rose by a fifth in value. Canada, one of our leading foreign markets, took over 40% more than last year. Large increases ranging up to 40% were also reported in sales to France, Germany, and the United Kingdom.

Buy more tractors

Greater Canadian purchases of agricultural machinery and tractors, which move free of duty, caused the total value of these exports to advance by 13% in the quarter, despite a decline in shipments to the rest of the world.

This article and accompanying tables and chart were prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.

Demand for U.S. aircraft engines and internal combustion engines continued to rise in the first quarter, as it had in 1965. From a quarterly average of $147 million last year, sales climbed to $174 million through March.

Increased deliveries of planes to several foreign lines brought export sales to nearly $150 million in the first quarter, 23% over last year's quarterly average. Germany, the leading U.S. market, increased aircraft purchases here by one-half. Sales to Canada rose by four-fifths.

Truck exports, which had declined last year, averaged 10% higher in the first quarter, with Canada offering the best market. Truck sales to Canada were 1½ times greater.

No gain in industrial supplies

Total exports of industrial supplies and materials, which decreased last year by about 3%, were little changed in the first quarter from the 1965 $2.2 billion quarterly average. Gains registered in sales of a number of chemical products, nonferrous metals, paper products, textiles, and hides and skins were offset by a drop in exports of iron and steel products, scrap, and cotton.

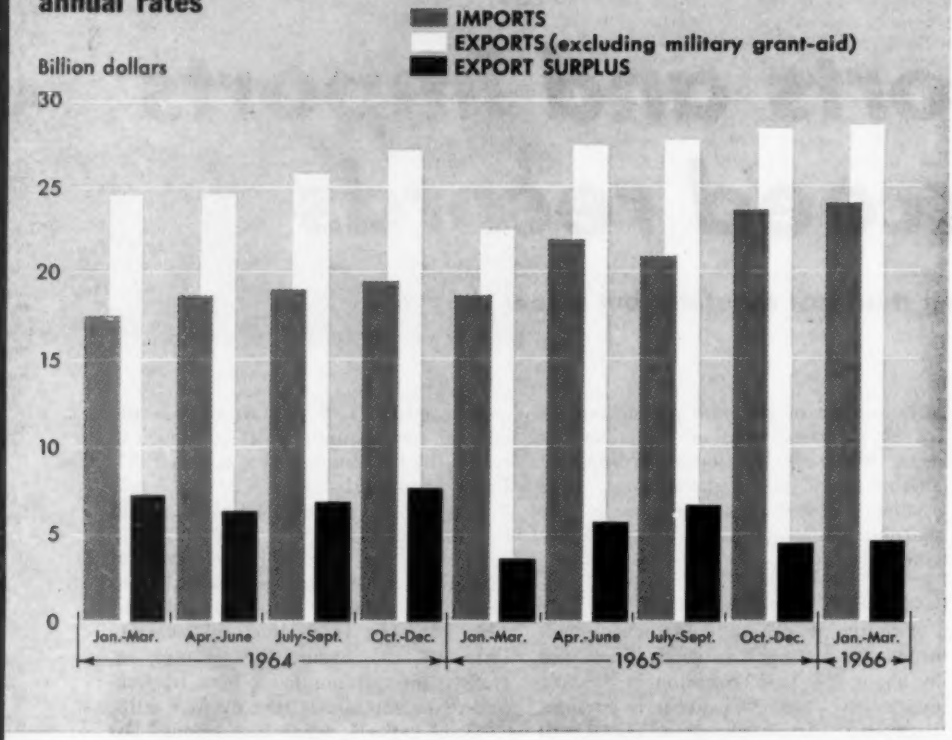
The 6% rise in chemical exports in the March quarter reflected increased shipments of plastics, resins, and manufactured fertilizers. Increased AID deliveries to India were partly responsible for the advance in fertilizers.

A 13% expansion in exports of nonferrous metals reflected price increases in both copper and aluminum as well as greater quantities of aluminum. Copper exports, now partially subject to export quotas, decreased by 7% in quantity, but rose by 17% in value.

Continuing their steady upward rise

U.S. export surplus lags

U.S. foreign trade, 1964-66, quarterly at seasonally adjusted annual rates



since 1958, shipments of paper and products rose to a new peak, as world demand for these products advanced further.

Big increase in value

Exports of cattle hides and calf and kip skins increased by 11% in quantity and 48% in value in the first quarter compared to last year's quarterly average. As a result of restrictions on these exports imposed by the Department of Commerce on March 11, the quantity of such shipments did not expand much further in March over the high February level. Most of the large increase in value stemmed from the fact that reduced supplies from Argentina and strong foreign demand caused export prices to rise sharply. Heavy purchases by East European countries added to the pressure.

Exports of cotton fabrics, which had fallen abruptly in value last year, began to rise again in the first three months. That increase over last year's quarterly average helped boost total textile sales for the quarter.

Cotton exports decreased each month in the quarter, and the first 3 months' total fell one-fifth below the 1965 quarterly average. Record world cotton production, use of accumulated stocks abroad and high U.S. prices limited demand for our exports.

Exports of both iron and steel-mill products and scrap continued last year's decline in the March quarter. Shipments of steel fell by more than one-tenth in value, scrap by about one-third. The $24 million decrease in coal exports was largely due to seasonal factors.

Although tobacco exports rose in March, shipments during the first quarter were well below the average 1965 level.

Food shipments rising again

Widespread increases in exports of foodstuffs lifted the total by 9%, to $1.3 billion, in the first quarter, following last year's slight decline from a record 1964 value. Wheat shipments increased in March for the fourth consecutive month, bringing the first quarter value 29% above the 1965 quarterly average. Three-fourths of the advance stemmed from greater P.L. 480 shipments to India. There were also increased sales to Yugoslavia, the Netherlands, and the United Kingdom. Commercial sales rose by about one-fourth in quantity over the 1965 quarterly average, according to preliminary Department of Agriculture reports.

Exports of grains and feed for animals continued their strong performance abroad, each registering gains of one-fifth. Soybean exports were also higher. The continued strong demand for meat and other animal products in the industrialized countries of Western Europe and Japan has stimulated our exports of feed grains, soybeans, and protein meal for livestock feed.

Sales of consumer goods jump

Consumer goods sales advanced by 15% in the first quarter to more than $500 million. Shipments of new automobiles, which rose in value by one-fifth, and clothing, which expanded by one-fourth, accounted for much of the quarterly gain. In addition, there were also considerably increased sales of musical instruments, gold and silverware, and gem stones.

Larger exports of automobiles were registered to many areas, particularly Canada and Latin America. Sales to Canada, our primary market and now a duty-free one, expanded by more than one-fifth.

Import advance slackens

The rise in U.S. imports in January-March over the 1965 quarterly average was slightly less rapid than last year's 14½% expansion over 1964. This slowing reflected primarily a reduction in the rates of growth in our foreign purchases of industrial supplies and capital equipment.

A substantial falloff in imports of steel and of iron ore, partly stemming from seasonal factors, has limited U.S. purchases of industrial materials so far this year to a 3% gain over the 1965 quarterly average. A 15% expansion was registered last year over 1964.

The $66 million decline in iron and steel imports mainly represented a drop in demand following the settlement of the threatened steel strike of last year, though it may also have reflected seasonal factors. The drop in imports of iron ore, which fell by $59 million, was largely seasonal.

Purchases of petroleum and products rose by 9%. The major advance came in residual fuel oils, mainly from Venezuela and the Netherlands Antilles. Import restrictions on these heavy oils, used chiefly

by East Coast electric utilities and large heating plants, were relaxed last December.

Expansion in chemicals

A tight supply situation in certain chemical elements and compounds, such as sulfur and methanol, added to higher industrial and military needs, contributed to the 17% expansion in chemical imports. In addition, an increased need for the basic plant food and materials resulted in rising imports of fertilizers.

Greater demands for manmade fabrics, control on cotton fabric imports, and attractive foreign prices caused foreign purchases of non-cotton textile fabrics to expand further, by one-tenth, to $117 million in the first quarter. Imports of jute burlap, which had been in short supply because of the India-Pakistan political difficulties last year, advanced by one-fifth to $51 million. Purchases of cotton fabrics rose in the quarter, though less strongly than in 1965.

Imports of raw wool averaged a third more. Wool consumption for both civilian and military use has increased, while there has been a decline in domestic sheep and shorn wool output.

Slower gain in capital equipment

Imports of capital equipment advanced by 30% in the March quarter. Though a substantial rise, this expansion was less than that registered last year.

U.S. producers continued to turn to foreign sources for some of their machinery requirements. Advances were recorded again in virtually every major type of machinery, with especially strong increases in engines and agricultural machinery. Harvesting machines from Canada and parts for tractors, primarily from U.S. subsidiaries in the United Kingdom, Belgium, and Canada, contributed to an advance of two-fifths in arrivals of agricultural machinery.

The large gains recorded in imports of power generating and textile machinery last year continued in the first quarter. High U.S. demand for textiles and clothing and stepped-up modernization programs by domestic textile mills caused U.S. producers to purchase more textile machines from abroad.

A huge increase in purchases of aircraft reflected the deliveries of more 3-engine jets, primarily from the United Kingdom, to U.S. regional airlines. Imports of executive-type jets also rose.

Consumer goods purchases expand

Imports of consumer goods, which had advanced by one-fifth in 1965, jumped by 27% in the March quarter. Such products represented about half of the increase in total imports.

Implementation of the U.S.-Canadian Automotive Agreement, continued growth in demand for automobiles from other foreign countries, and stepped-up promotional activities by major foreign car producers all contributed toward expanding imports of new automobiles. Purchases of foreign cars, which accounted for a substantial part of the increase in imported consumer goods, increased by 91% in the March quarter to a value of $313 million.

Much of the rise was in arrivals from Canada, reflecting the further rationalization of automobile production in North America rather than rising consumer demand in the United States. Imports of cars from Western Europe and Japan also advanced, though less spectacularly. Germany, United Kingdom, Sweden, and France all shared in the expansion from Europe.

Other consumer goods showing significant import increases in the March quarter were motorcycles, gem diamonds, footwear, clocks, watches, and television

Principal changes in U.S. exports by end-use categories, first quarter '66

Commodity	Jan.-Mar. 1966	Change from 1965 quarterly average	
	(millions)	(millions)	(%)
Food and beverages	***$1,257***	***+$100***	***+ 9***
Wheat	345	+ 78	+29
Corn	239	+ 31	+15
Soybeans	168	+ 6	+ 4
Industrial supplies and materials	***2,175***	***+ 4***	***+(*)***
Chemicals	633	+ 33	+ 6
Plastic materials and resins	122	+ 16	+15
Iron and steel-mill products	136	− 16	−11
Iron and steel scrap	33	− 16	−33
Nonferrous base metals	152	+ 17	+13
Copper	84	+ 12	+17
Coal	95	− 24	−20
Paper and manufactures	104	+ 7	+ 7
Cotton, unmanufactured	98	− 26	−21
Tobacco, unmanufactured	84	− 12	−13
Cattle hides, calf and kip skins	37	+ 12	+48
Capital equipment	***2,646***	***+ 179***	***+ 7***
Agricultural machinery and wheel tractors	135	+ 15	+13
Engines and parts	174	+ 27	+18
Scientific instruments	134	+ 14	+12
Office machines	138	+ 20	+17
Aircraft	147	+ 27	+23
Trucks	77	+ 17	+10
Consumer goods	***524***	***+ 64***	***+15***
Automobiles, new	118	+ 20	+20
Clothing	45	+ 9	+25
Musical instruments	37	+ 7	+23
Gold and silver wares	19	+ 7	+58
Gemstones	17	+ 7	+70
All other, and reexports	***647***	***+ 62***	***+11***

* Less than 0.5%.
Note: Data for end-use categories are estimated and are not seasonally adjusted.

Principal changes in U.S. imports by end-use categories, first quarter '66

Commodity	Jan.-Mar. 1966	Change from 1965 quarterly average	
	(millions)	(millions)	(%)
Food and beverages	**$1,043**	**+$86**	**+ 9**
Coffee	314	+ 49	+ 18
Meat and products	130	+ 24	+ 23
Canned hams	50	+ 16	+ 52
Vegetables	61	+ 26	+ 74
Sugar	81	− 30	− 27
Cocoa beans	47	+ 17	+ 57
Industrial supplies and materials	**2,729**	**+ 73**	**+ 3**
Iron ore	52	− 59	− 53
Iron and steel-mill products	219	− 66	− 23
Copper	120	+ 14	+ 13
Aluminum	73	+ 7	+ 11
Petroleum and products	569	+ 46	+ 9
Residual fuel oil	217	+ 39	+ 22
Chemicals	228	+ 33	+ 17
Textiles [1]	161	+ 13	+ 9
Yarn and thread	24	+ 8	+ 45
Wool	73	+ 18	+ 33
Capital equipment	**516**	**+119**	**+ 30**
Machinery	431	+ 78	+ 22
Agricultural machinery and tractors	75	+ 21	+ 39
Power generating machinery	72	+ 23	+ 47
Textile machinery	26	+ 7	+ 37
Transport equipment	85	+ 41	+ 93
Aircraft	65	+ 30	+ 86
Trucks	15	+ 11	+175
Consumer goods	**1,305**	**+277**	**+ 27**
Automobiles, new	313	+150	+ 91
Motorcycles	63	+ 29	+ 85
Clothing	121	− 15	− 11
Footwear	46	+ 6	+ 15
Diamonds	102	+ 13	+ 15
All other	**328**	**+ 25**	**+ 8**

[1] Excludes jute burlaps and twine.

Note: Data for end-use categories are estimated and are not seasonally adjusted.

receiving sets. Motorcycle imports continued their recent strong advance. Valued at $63 million for the March quarter, they were nearly double last year's quarterly average and roughly equaled the value of imports of aircraft and parts. Purchases of foreign radios and clothing dropped seasonally.

Greater arrivals of coffee, cocoa, vegetables, and meat accounted for most of the $86 million advance in foodstuffs in the March quarter. Sugar imports, in contrast, dropped seasonally.

Purchases of coffee, totaling $314 million, were one-fifth higher. Coffee inventories, which at the end of 1965 were at a four-year low as importers anticipated a record 1966 crop, began to be rebuilt. Cocoa bean imports continued strongly upward, with processors taking further advantage of the low prices which have been prevailing for over a year. Increased arrivals of canned hams raised imports of meat by one-fourth. High domestic prices of pork in the first quarter encouraged importers to step up their purchases by 52%.

Sales to Europe spark gain

The gain in U.S. exports in the March quarter resulted mainly from a 12% advance, calculated on a seasonally-adjusted basis, in sales to each of our three major markets. Shipments both to Western Europe and the American Republics showed substantial improvement over their sluggish movement last year. Sales to Canada, on the other hand, advanced less strongly than in 1965.

Imports from all major world areas continued to advance through March, although purchases from the developed countries expanded less rapidly than in 1965. Nevertheless, the principal increases in the first quarter were accounted for by arrivals from Western Europe and Canada.

Foodstuffs, equipment

Leading the $274 million expansion in exports to Western Europe in the first quarter were foodstuffs, machinery, and transport equipment. Grains, soybeans, and animal feed moved in increasing quantities. Significant gains were also recorded in U.S. shipments of engines and office machinery, while sales of aircraft accounted for most of the rise in transport equipment exports. The 15% rise in imports from Europe was strongly supported by increased purchases of new automobiles.

U.S. exports to Canada included increasing sales of tractors, office machines, automobiles, aircraft, and scientific instruments. The most substantial part of the increase in arrivals from Canada, which expanded faster than exports, was in automobiles.

The small gain in U.S. exports to Japan resulted from increased sales of manufactured products, which were partially offset by reduced deliveries of foodstuffs. Accounting for much of the 17% expansion in imports were rising purchases of motorcycles. Imports of iron and steel-mill products from Japan, as from other suppliers, fell sharply.

Larger exports of machinery and other manufactures, as well as food, led to the $112 million expansion in shipments to the 19 American Republics in the March quarter. The 5% advance in U.S. imports from these countries stemmed from greater purchases of coffee, fuel oil, copper, and wool.

New book gives ocean freight rate guidelines

Commerce Dept. and Maritime Commission join in publication

U.S. businessmen can be better exporters if they understand how ocean freight rates are set, and what to do if they don't like a specific rate, according to the Commerce Department and the Federal Maritime Commission.

The two agencies have joined in the publication of a new book, "Ocean Freight Rate Guidelines for Shippers," on the premise that "a better understanding of the factors which influence the establishment of ocean freight rates will aid the businessman in determining his ability to export."

Commerce is the agency responsible for the Government's export expansion program. The Maritime Commission regulates America's foreign waterborne commerce. Chapters in the new book describe the services each agency offers.

The book also discusses the activities of steamship conferences, the shipping-line associations which establish ocean freight rates, and principal factors that affect rate making.

In a foreword, Secretary of Commerce John T. Connor notes that the book "describes how an exporter who is not satisfied with the action taken regarding a rate or related matter can request assistance from the Federal Maritime Commission."

In a companion foreword, Admiral John Harllee, chairman of the Commission, says, "Shippers can be assured of the full cooperation of the Federal Maritime Commission in their attempts to obtain competitive freight rates."

The booklet stresses that "when an exporter feels that a given ocean freight rate is restricting his ability to export, he should as a first step enter into negotiations with the particular conference involved." It lists the names and addresses of the conferences and rate agreement groups serving U.S. ocean trade and commerce.

For copies, at 25 cents each, **write:** Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

SEEING IS BELIEVING for Manila mechanics and auto sales personnel looking at Moogswagon, fully equipped display truck complete with merchandise and point-of-purchase materials. Moog Industries, Inc., of St. Louis, Mo., is sending a similar vehicle to other countries to help develop new overseas markets. The firm, winner of an "E"-for-export-excellence award, currently places 6% of its sales abroad.

Munich electronics firm loses U.S. export rights

Diatron-Oschanitzky K.G., also known as Diatron K.G., a dealer in electrical and electronic equipment in Munich, Germany, and Dr. Wilhelm Oschanitzky, a partner and operations manager for the concern, have been denied U.S. export privileges indefinitely for failing to answer questions and supply records involving the disposition of U.S.-origin electronics equipment.

The U.S. Department of Commerce announced that the sanctions grew out of an investigation by the Department's Bureau of International Commerce. They will remain in force until the respondent has furnished the requested information.

The Bureau reports that the firm admittedly purchased the items—some of strategic nature—but refused to account for their disposition, contending that this was a business matter. This defense was rejected.

All outstanding validated licenses in which the company has an interest are revoked. The company and any successor are prohibited from engaging directly or indirectly in any export operations involving commodities or technical data exported from the United States or otherwise subject to the Export Control Act.

The restrictions are effective against agents and employees of the respondent. The U.S. export regulations prohibit any person from dealing in U.S. commodities or technical data with a person who is under denial of U.S. export privileges.

AMA session looks at East-West trade in major aspects

The legal, economic and political aspects of East-West trade will be examined at the American Management Association's briefing session June 6 to 8 in New York.

Guest speakers will include Jordan Anastasov, commercial counselor of the Embassy of Bulgaria; Dr. L. Banlaki, assistant commercial counselor, Embassy of Hungary; Eugene M. Braderman, deputy assistant secretary for commercial affairs and business activities, U.S. Department of State; Lawrence A. Fox, director, Bureau of International Commerce, U.S. Department of Commerce; Jerome Gilbert, trade economist, Port of New York Authority; Jaroslav Mercl, commercial attache, office of the Czechoslovak commercial attache; Sergey A. Shevchenko, commercial counselor, Embassy of USSR, and company heads.

Presentations will be made on each country in Eastern Europe by either a representative of the country or a U.S. businessman with current experience there. Licensing in Eastern countries also will be covered.

Write: American Management Association, Inc., 135 West 50th St., New York, N.Y. 10020.

Company contributions continue to aid U.S. balance of payments, though overseas investment is up

Secretary Connor's report says business community can 'point with pride' to efforts to reduce deficit

American firms cooperating in the Administration's voluntary balance-of-payments program expect to increase their contribution to the plus side of the U.S. balance of payments this year, despite a rise in their investments abroad, Secretary of Commerce John T. Connor said this month.

The statement was based on 1966 estimates by 618 reporting firms, of the nearly 900 requested to cooperate this year.

In an interim report on the status of the program to help shrink the balance-of-payments deficit, the Secretary said that 402 companies participating in last year's program registered an actual increase of $1.365 million or 12.2% in their contributions to the balance of payments in 1965. This compares with a rise of 10.2% or $1.295 million projected by 507 companies early in 1965.

"The business community can point with pride to the support which it has given, and which it plans to continue to give, to the Nation's efforts to reduce the deficit," Secretary Connor said.

"Although the voluntary program is only one phase of the deficit problem, which is complicated by the growing requirements of the Viet Nam war and other factors, the cooperation of the corporate community is a recognizable and meaningful contribution. In both absolute amount and in rate of improvement, the 402 companies from whom we received data on actual performance for 1965 exceeded the total projected earlier by the larger group."

In addition, Secretary Connor noted, the 402 companies repatriated about $400,000,000 of short-term financial assets held abroad.

"In short," the Secretary said, "the participating companies exceeded the program goals which we had adopted earlier for the 1965 program."

For the expanded 1966 program, preliminary figures received from 618 companies suggest an expected overall improvement in balance-of-payments contributions of $919,000,000, or 6.2%, compared with an increase of $1,259,000,000, or 9.3% in the same accounts for 1965.

These firms expect their exports to rise 29% more than they did in 1965, or $1,086,000,000 as compared with $839,000,000. Income from direct investments is forecast at a 2.7% lower level than in 1965, when the increase in dividend payments for these companies was 8.3%.

The companies' figures on direct investment transactions with developed countries show that a projected increase in capital outflows of $373,000,000 in 1966 is more than offset by an estimated increase of $502,000,000 in the use of funds borrowed abroad by U.S.-incorporated companies. After adjustment for this item, the capital outflow projected for these companies is slightly below the 1965 levels and, for the two years combined, their direct investment transactions in program countries are well within the amounts specified in the direct investment target.

In issuing his progress report, Secretary Connor outlined a number of measures for possible further improvements:

1. Greater care to assure that export sales efforts and export orders receive suitable priorities, even in the face of high domestic demand.

2. Greater effort to bring home overseas earnings of affiliates not needed in the conduct of their business.

3. Careful scrutiny of direct investment plans and postponement of those which are marginal even though permitted within the program formula.

4. Continued effort to borrow abroad to meet foreign investment needs.

5. Continued effort to bring home any short-term financial assets which are not reasonably needed overseas.

6. Greater use of American flag vessels and airlines.

7. Where practicable, holding company meetings in the United States rather than abroad.

Proposed bill on East-West trade submitted by Rusk

Would give President authority to negotiate country-by-country

A proposed East-West Trade Relations bill has been submitted by Secretary of State Dean Rusk to Congress. The bill would provide the President with the authority necessary to negotiate commercial agreements with the Soviet Union and other Communist countries of Eastern Europe.

The purpose of such commercial agreements would be to widen trade in peaceful goods with these countries when it would serve the interests of the U.S.

To facilitate the expansion of opportunities for U.S. industry and agriculture to engage in profitable trade with these countries, the President is seeking flexible authority to extend most-favored-nation (MFN) treatment.

Under the Act, the President would be authorized to take such action on a country-by-country basis only for limited periods and as part of bilateral agreements concluded with each country. MFN treatment is already in force with Poland and would be continued there.

The proposed legislation would provide a framework for U.S. firms to conduct business with Communist state trading agencies, and to expand markets for U.S. products in those countries by giving their products an opportunity to compete in U.S. markets on a non-discriminatory basis.

Americas' free enterprise group meeting in Mexico

A leading free enterprise voice for the Americas—the Inter-American Council for Commerce and Production (CICYP)—is marking its 25th anniversary in conjunction with its Mexico City plenary meeting, May 28-June 3.

Planned to be "the largest private enterprise meeting the Hemisphere has seen," the gathering will feature eight panel sessions in addition to the plenary meeting.

CICYP's president is George Moore, president of the First National City Bank of New York. David Rockefeller chairs the U.S. section.

COOPERATIVE EXPORTING

Piggyback program climbs aboard automated U.S. Traders' Index operation to link participants

Data on 18,000 potential 'carriers,' 'riders' being fed to computers; combination export managers are brought in

The whir of computers and the sound of many voices talking about "piggyback" or "cooperative" exporting, "carriers" and "riders" are being heard increasingly these days at the Department of Commerce in Washington and at Field Offices throughout the United States.

This is all part of what Commerce Secretary John T. Connor calls a "new and special effort" to help more American companies take advantage of cooperative overseas marketing techniques.

Some 18,000 firms are being asked about their potential interest in filling the roles of "carrier" or "rider" in the cooperative export effort. The automated facilities of the American International Traders' Index (INTERNATIONAL COMMERCE, Aug. 23, 1965, pp. 2-3) are being used for this purpose, with the Bureau of International Commerce and the Business and Defense Services Administration working together on the project.

Brochure

A new brochure, *The Piggyback Program*, explains how products "ride" to market through cooperative exporting:

"Companies that are not equipped to sell their products abroad themselves arrange with other companies already well established in overseas markets to sell for them. . . . The experienced exporters 'carry' them through their own distribution channels."

The brochure offers examples of compatible, non-competing products which can be linked together through such a program, benefitting both "rider" and "carrier": hip boots and fishing tackle, lawn mowers and garden hose, tractor plows and fertilizer, shirts and cuff links, belts and electric motors, paint and brushes and stepladders, tents and camp stoves, bearings and oil and lubricants, luggage and sports clothes, flour and canned meats.

Additional profits can be made by "carriers" taking on additional lines under the program, James F. Laverty pointed out in a Minneapolis World Trade Day address last week. Laverty, who coordinates the program for the Commerce Department, said:

"The 'carrier' company may take on an additional line because it will round out his own line, thereby enhancing the sale potential of his goods as well as yours. It's sort of like hot dogs and peanuts at a baseball game.

"On the other hand, he may feel that because of technological improvements, or for some other reason, his product is losing its sales potential and diversification is needed. The piggyback process need not be limited to products that round out a marketing package. It can involve a variety of goods, some of which may be related, some of which may not."

Laverty mentioned one "carrier" company which indicated an interest in piggybacking for producers of food, beverages, cosmetics, sporting equipment, soap and sanitary products, specialty chemicals and plastics, fabricated plastic articles, housewares, toys, paints and adhesives.

Hundreds looking

"What does that company do? If I gave you the name you would immediately recognize it as a primary manufacturer of industrial chemicals. This is not an isolated case. There are hundreds of companies today looking for new product ideas to help solidify or expand their present position in the foreign market."

The expanded piggyback program, Laverty continued, now offers "riders" a choice of "carriers" from among manufacturing exporters, combination export managers (CEM's), export merchants, distributors and intermediary exporters.

The Pillsbury Co., Johns Mansville Sales Corp. and Kollsman Instrument Corp. were named by the speaker as notable examples of manufacturer-"carriers." CEM's, he continued, fill a special role by serving as virtual export departments for manufacturers, carrying on foreign-market research, setting up overseas distribution channels, handling export and shipping documentation, overseeing special export packing, preparing foreign-language sales literature, advertising and correspondence, and the like.

In some cases, he noted, CEM's pay U.S. firms in dollars before merchandise leaves this country and may also extend as much as 180 days credit to the importer overseas, bringing seller and buyer together. CEM's, Laverty added, can cut costs by consolidating orders at the port and shipping them on one ocean bill of lading.

"Carriers" are usually in a position to help "riders" through established export operations which include shipping, warehousing, advertising and marketing facilities. The "carrier" may market the "rider's" products on a commission basis or buy them outright for re-sale.

Write: PIGGYBACK, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230. Or visit your nearest Department of Commerce Field Office.

Wisconsin traders meeting May 25

Businessmen who want to expand or begin trade overseas will attend Wisconsin's second International Trade Conference, Wed., May 25, in Milwaukee.

B. A. TePaske, director of the international division of J. J. Case Company of Racine, will talk on "What overseas business means to our company."

Among the subjects to be covered in conference discussions are: overseas manufacturing, licensing and joint ventures; financing international trade; export traffic controls, marine insurance and freight forwarding, and developing international markets.

The Metropolitan Milwaukee Association of Commerce, the Milwaukee World Trade Club, Inc., Wisconsin Regional Export Expansion Council and Milwaukee Field Office of the U.S. Department of Commerce are sponsors of the event.

New deep-water port in Texas links area with world trade

Entry to Calhoun County by large ocean-going vessels attracts heavy industry to port; local export cargo interest high

A new 26-mile, deep draft ship channel connects a growing Texas area with the Gulf of Mexico and international trade. Port Lavaca-Point Comfort, the first deep-water port to be built in Texas in 27 years, is now in operation.

The support local citizens in Calhoun County have given the port, says Edward Fecteau, Jr., Director of the Houston Field Office of the U.S. Department of Commerce, has been returned by the contribution the port is making to the area's economic development.

This month the Field Office, the Calhoun County Navigation District Commissioners and the Port Lavaca Chamber of Commerce met with Commerce Department international trade specialists to discuss the area's potential, and to compare developments in similar areas of the country.

According to projections made by marine surveyors, the Port of Port Lavaca-Point Comfort will probably receive 395,000 gross tons a year and export 1,795,150 gross tons per year.

Joint financing

The 36-foot-deep Matagorda Ship Channel is a $28 million project financed jointly by the Federal Government and local interests. It opened in 1965.

The new deep-water channel brings one-third of Texas and a large section of New Mexico nearer to a deep-water port, and just about cuts in two a 200-mile stretch of Texas coast between Houston and Corpus Christi where deep water was not available. Port Lavaca now ranks sixth in the State in the amount of tonnage handled.

The dock connects to the Point Comfort and Northern Railroad, with an interchange to the Missouri-Pacific Railroad system. In addition to these facilities, an office and shop building of approximately 2,200 square feet, serves the dock area. Fresh water, electricity, and telephone services are available.

Several large industries already have been attacted to Calhoun County as a result of promotional efforts on the part of local leaders. Point Comfort's Alcoa Aluminum ingot plant, Union Carbide Corporation's plant and others also are providing the base for secondary industrial expansion.

Two of the world's major dredging concerns, Bauer Dredging Co., Inc., with world-wide operations, and King Fisher Marine Sevice, Inc., are headquartered in Port Lavaca.

T. F. Anderson, Point Comfort operations manager for Alcoa, says deep-water shipping through the port and diversification in the company's production at Point Comfort are building exports.

Incoming ships loaded with bauxite are leaving with materials for Alcoa's new facility in South America. And the Point Comfort operations have become something of a "mother hen" to plants in South America, Mexico and Australia.

In addition to various small production departments, Alcoa's Point Comfort operations have drawn several satellite businesses to the area, Anderson points out.

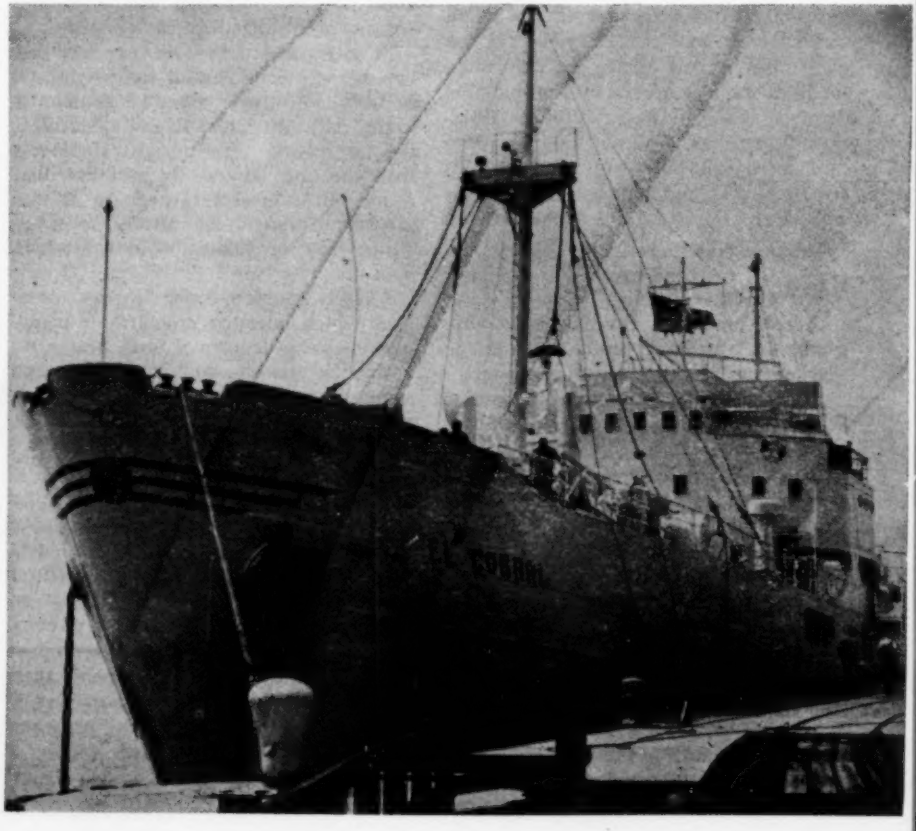
Witco Chemical Co. built a plant to furnish pitch to Alcoa's smelting works, and many small businesses came to the area to provide services to the operations.

Local benefits

"In reviewing our purchases for last year, I have discovered that more than $4 million dollars went to some 25 businesses based locally in 1965," Anderson says, "At least a half-dozen of these operate almost entirely for the purpose of fulfilling contracts with Alcoa."

In order to obtain matching government funds, public law required that public dock facilities be included in the package. The public dock, operated by the Calhoun County Navigation Distict, has awakened the area to further export possibilities.

FIRST DEEP-WATER SHIP to use public dock of Port Lavaca-Point Comfort was the Italian-owned "El Corral." The ship docked early in February, 1965, and sailed later that month with a load of 1,282 head of cattle bound for Genoa, Italy. They were consigned by the Capitol Cattle Co. of Austin, Texas.



Hides, skins, leather 'still need controls'

Secretary Connor increases quotas, however, in new action

Secretary of Commerce John T. Connor has announced that "export controls continue to be necessary" on cattle hides, calf and kip skins, and bovine leather.

At the same time, however, the Secretary increased the licensed-export quotas announced for these products on March 11; abolished the country quotas for cattle hides, both whole and pieces; and modified licensing requirements to cover exporters' commitments on or before March 7, when controls were applied.

Licensed-export quotas for whole cattle hides are increased from 9,920,000 to 11,220,000. Quotas for cattle hides, except whole, are increased from 810,000 to 1,000,000 pieces. Increases in calf skins and kip skins and other leathers are also authorized.

Full review

In his announcement, Secretary Connor reviewed the history of the controls and subsequent Commerce Department hearings on them. He said:

"After a full review of the record, it is concluded that the export controls continue to be necessary for the following reasons:

"Statistics through March 1966 show a substantial shortage of cattle hides.

"These statistics also show abnormal foreign demand for cattle hides.

"The interrelation of hide prices with prices for leather shoes is sufficient, taking into account the importance of shoes as a consumer item, to conclude that this shortage has an inflationary impact on the domestic economy."

The Government established an export licensing requirement for hides and skins on March 7, as a step to reduce inflationary pressures, and on March 11 established quota controls. The controls were designed to maintain 1966 exports of cattle hides at the 1964 level of 11.5 million hides.

Secretary Connor's announcement said:

"The Department concluded at that time that in the absence of controls over exports, the estimated domestic supply of cattle hides in 1966 would fall short of the domestic demand by 2.7 million hides; that this shortage due to abnormal foreign demand was causing and would continue to cause a sharp increase in the domestic prices of cattle hides; and that this would have an inflationary impact on such an important consumer item as shoes. These factors led the Department to conclude—with the concurrence of other interested Government agencies—that prompt action under the Export Control Act was required to protect the domestic economy."

The shoe industry uses about 90% of all cattle hide leather produced domestically. Opponents of the controls said estimates relied on by the Department in forecasting a hide shortage were inaccurate.

In the decision announced today, the Secretary said "careful consideration" was given to views expressed at House subcommittee hearings on March 22 and at the Commerce Department hearings April 18, 19 and 25.

He said the Department's estimates were supported by the latest figures. He said the controls were not imposed in an arbitrary manner, and that "the argument that this action is an unauthorized price control measure is without foundation."

"The Export Control Act provides that controls may be imposed 'to protect the domestic economy from the excessive drain of scarce materials and to reduce the inflationary impact of abnormal foreign demand'," he said.

He said the Department's action was "based on the conviction" that grounds for controls were in evidence.

Changes announced by the Secretary are reflected in Current Export Bulletin No. 934, which is being published concurrently with the release of the Secretary's statement. Copies are available at 25 cents in Room 6043, U.S. Department of Commerce, Washington, D.C. 20230, or any of the Department's 42 Field Offices.

NEW YORKER IN BEIRUT—J. Stephen Stanton, New York State's European representative visits the display of N.Y. firm W. & L. E. Gurley with Alice Aeirut of U.S. Sample Display Center in Lebanon.

German Statistical Office reports on 4,500 items

The German Federal Statistical Office has doubled the number of commodity positions published separately in one section of its foreign trade series. Beginning with the January issue, Part 2 of the series entitled "Special Trade by Commodities and Countries" now contains 4,500 commodity positions, compared to 2,200 previously. The new positions were formerly grouped together with others in basket categories.

This change was caused by the continually increasing need for more detailed foreign trade statistics on the part of business, labor, research institutes, and government officials.

The Statistical Office selected those commodity positions which have become important in foreign trade and about which it has received frequent requests for information.

EXHIBITION BRIEFS *WORLDWIDE*

Briefs are condensed from the reports of U.S. commercial officers on-the-spot. They are meant to stimulate investigation of likely markets and to show the scope of opportunities for U.S. product demonstrations and sales. The more detailed full reports are available. Only exhibitions showing international goods are listed.

Write: Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

PARIS TOY SALON, Feb. 6-12. 625 exhibitors from 15 countries, in all types of toys and games. 10 AMERICAN EXHIBITORS. Among U.S. exhibits French trade press specially mentioned Barbie dolls with moveable legs and wigs that can be dyed; a chemical composition for firing rockets; Silly Putty (very successful). Attendance (trade only) 10,500 from 52 countries. U.S. representatives of several companies reported volume up 50% from last year when show was held in Lyon. No sales estimates but several exhibitors reported taking as many orders in three days as they did during the entire show last year. U.S. manufacturers should find this show a very useful medium. Next fair Feb. 5-11, 1967.

PARIS MEN'S AND BOYS' CLOTHING, Feb. 13-15. 200 exhibitors in 360 exhibits from 8 countries. 1 AMERICAN EXHIBITOR. Attendance (trade only) 9,000 including 1,200 foreign buyers, up 25%. No sales figures but 15% tripled last year's sales, 33% doubled and 10% increased by 50%. Salon considered excellent opportunity for U.S. manufacturers to introduce goods to this market. Next Salon: Feb. 11-14, 1967.

STUTTGART OIL AND GAS HEATING, March 30-April 3, 538 companies represented from 13 countries in oil and gas heating equipment. 23 AMERICAN COMPANIES REPRESENTED. 80% satisfied exhibitors; manufacturers of boilers and burners most satisfied. Attendance (trade only except last day) 59,000 from 31 countries; reported as owners or principals of firms. No sales estimate. Much buyer interest in small high efficiency oil burners, automatic ignition systems, refrigerator size gas boilers for central apartment heating. Next fair March 1-5, 1967.

Japanese striving to diversify industrial capacity, seek good electronics products

Major market being created for advanced U.S. equipment; show-and-sell exhibition scheduled for Tokyo Trade Center

A major market is being created for advanced U.S. electronics production equipment in Japan as the Japanese push to modernize and diversify their industrial capacity.

Citing the new business opportunity, the Bureau of International Commerce will help U.S. firms find buyers, agents and distributors in Japan by staging a show-and-sell exhibition at the Trade Center in Tokyo, Oct. 25-Nov. 2.

A broad market development program now underway is expected to attract trade visitors to the show from all parts of Japan.

BIC's market survey shows that Japanese producers are turning steadily from electronic consumer goods to computers and electronic testing equipment, and that high-quality products of advanced design are in strong demand.

Promising opportunities

Trade opportunities look especially promising for the following U.S. products:

Stored energy welding systems, encapsulating presses, manual and automatic crimping tools, wave solder systems, toroid and automatic coil winders, ultrasonic die and wire bonders, automatic and utility wire strippers, soldering chemicals and fluxes, laminates and laminated plastic sheets, and printed circuit production equipment.

Japan has more than 2,800 plants that produce electronic equipment and components, and hundreds of other manufacturing facilities in related fields. Although some of the larger firms design their own production equipment, most of the middle or smaller-sized enterprises must turn to imported equipment to satisfy their requirements.

Write: Bureau of International Commerce (code 926), Department of Commerce, Washington, D.C. 20230 (phone: area code 202-WOrth 7-4705), or contact any of the Department's 42 Field Offices.

Additional information about trade fairs and trade center shows is available, unless otherwise noted, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

American products to be on display at fair in Tunis

U.S. exhibit to coincide with 10th year of freedom for Tunisians

The products and services of 24 U.S. companies will be featured at a U.S. national exhibition at the 13th International Fair opening this week in Tunis.

The fair, to be held May 27-June 12, will coincide with the celebration of 10 years of Tunisian independence. Theme of the U.S. exhibition, "Toward a Greater Tunisia," will reflect Tunisian progress with U.S. help under programs administered by the Agency for International Development.

American products on display will include educational aids and modern classroom equipment, educational toys, a solar cooking device and a solar distillation system, poultry production equipment and barbecue machines.

CANADIAN SHOE FAIR EXPANDS

Footwear manufacturers from the United States, the United Kingdom and Western Europe may exhibit their products at the Canadian Shoe and Leather Fair to be held in Montreal Oct. 2-5 this year and Oct. 1-4, 1967.

The fair formerly was open to Canadian exhibitors only. **Write:** Canadian Shoe and Leather Fair, 2081 Aylmer St., Montreal, Canada.

British seek devices to curb burglaries, danger from fires

Educational campaign slowly erases 'it can't happen to me' attitude

Attendance at the exhibition of protective signalling and security devices at the London Trade Center May 10-20 reflected an apparent readiness in Britain to try new methods to thwart crime and the ever-present hazard to life and property caused by fire.

A reception to mark the opening of the show attracted more than 200 personally invited top caliber guests representing trade and industry generally, police and firemen throughout the country, government departments (national and local), leading insurance and finance houses, commercial security services and many other areas.

Big potential market

There is undoubtedly a big potential market for advanced security equipment in the United Kingdom. The country as a whole has been slow to switch from long outmoded methods but an educational campaign sponsored by the national government and representative industrial organizations as the Federation of British Industry, is stepping up awareness of the need for modern appliances.

The rising incidence of crime and the effect of fire losses on industry's productive capacity are pinpointing security risks which have been complacently ignored for many years on the principle that "it can't happen to me."

Open invitation

A market study has shown, for example, that close to 50% of property in the country is still guarded only by locks of the warded type, which are an open invitation to intruders.

Little attention also has been paid to the need to protect industrial and commercial information as distinct from orthodox valuables. There is a growing realization now that to "lock the front door" is not enough when vast sums of money are being spent on research and development projects, the secrets of which may be contained in filing cabinets and management desks.

HIGH-RANKING GUESTS and high-level interest marked the opening day reception. Below, Regiscope Corp. of America featured several versions of their automatic security cameras which make an instantaneous record of transactions by check. Police Journal Editor J. S. Edge (left) was especially interested.

BEST SALES MANAGER P. H. Barber details wide range of locks manufactured by Best Universal Lock Co. (below) to R. S. Price (left) of Guardian Assurance group and D. E. Bigg of Northern Assurance.

'PLASTICS USA'—Two days before the opening a crew of the freight forwarding company, Kuehne & Nagel, were still hauling in heavy machinery through the special sliding window of the upper exhibit area. In reception area opening day are some of the more than 1,200 trade visitors.

TENNESSEE EASTMAN CO. exhibited plastic sheets produced from Tenite. A hot stamping press was set up to produce decorated molded plastics as seen above.

Caliber of visitors impresses companies at 'Plastics USA'

"During this Trade Center Show, we have been able to talk to a caliber of visitor that we seldom if ever see at one of the large international trade fairs." This was the comment of one of the largest plastics manufacturers in the world, one of 26 American firms exhibiting raw materials, semi-finished products and processing equipment for the plastics industry at the Frankfurt Trade Center Show, "Plastics—USA", held May 4-11.

This was also the consensus of most exhibitors and confirmed the experience of past Trade Center shows that, in general, more positive results and important business and trade contacts are generated at this type of specialized trade exhibition which is closed to the public.

John H. Hollomon, Assistant Secretary of Commerce for Science and Technology, visited the show on opening day. He had come to Frankfurt to give a talk to the American Chamber of Commerce there. Earlier he was the official Commerce representative at the heating, air conditioning and plumbing fair in Hanover, April 30 to May 8.

Hollomon was also the official U.S. representative at the German Aviation Show in Hanover and participated in another symposium on science and technology in that city.

At show's end, 1,229 visitors had been registered, 12.5% of which came from 20 countries outside of Germany, including Czechoslovakia, the United Kingdom, Spain, Israel, Benelux, France and Switzerland. Off-floor sales amounted to $388,550 and projected sales for the coming 12 months were estimated at $5.8 million.

400 attend seminar

One of the highlights of the show was a technical seminar covering the aspects of new materials, new production and processing equipment and new end-users for plastics. The seminars were attended by a total of more than 400 persons.

The general manager of one of the leading producers of plastic raw materials reported that as a result of a new contact made during the show, negotiations are in process for the delivery of 5,000 tons of one of its products. When consummated, this order will amount to approximately $4 million.

PROMINENT VISITOR was Assistant Secretary of Commerce John H. Hollomon (second from left). At left is Mario DeCapua, show promotion officer. With back to camera is Mr. Arnhold, Pennsalt Chemical Co.

POLYSTYRENE MOLDING PRESS shown in this view into the upper area was exhibited by Conair, Inc. In back is static display of plastic products of DuPont de Nemours. Below, members of Czechoslovakian trade delegation to Germany watch W. H. Schmidt of Acromark Co. demonstrate a hot stamping press.

HIGHER WORLD TIN PRICES are expected to help Bolivia maintain a good foreign exchange position, and play a leading role in reviving the nation's sluggish economy. Above is the Victoria Mill at Catavi.

Favorable tin prices expected to strengthen Bolivian economy

Business activity, net foreign exchange holdings declined slightly in first quarter but savings deposits on increase

A slight decline in general business activity in Bolivia during the first quarter of 1966 from the previous period is attributed to political uncertainties as well as seasonal factors.

Although net foreign exchange holdings declined during the period, the continued favorable world tin prices may be expected to help maintain a relatively good foreign exchange position. Both demand and savings deposits are increasing, reflecting a continued confidence in the banking system.

Other favorable developments include significant progress in completing arrangements for use of the Sica Sica-Arica pipeline and installation of pumping equipment which should make it possible for the Bolivian Gulf Oil Company to begin exporting substantial quantities of crude oil within a few months.

The outlook in agriculture, on the other hand, is less favorable. Bad weather conditions in various parts of the country have adversely affected several important crops. Among these were frost damage to barley in the Altiplano region, combined drought and frost damage to the important potato crop, and severe floods in the Beni area, which have damaged cattle ranchers and were reflected in restrictions on meat exports. The cotton harvest for 1966, estimated at 6,000 bales, a reduction of about 25%, will require heavier cotton imports. Prospects of good yields of rice and corn partly offset the above.

The Government recently announced its first national consolidated budget for the year 1966, to include the budgets of the central government, COMIBOL, and other public sector expenditures. Of the total, about $ 275 million, the largest share, 46%, is assigned to mining and petroleum. Education and transportation were allocated 9.9% and 8.8% respectively. The budget is expected to be financed in part by an estimated increase of 14% in tax-generated revenue.

Private operation

Private mining activities included operations for the development of tin mining claims in the vicinity of Avicaya, an ore-processing plant near Catavi, and installation of a pilot plant at the Kellguani mine north of La Paz. The Government-controlled Bolivian Mining Corporation (COMIBOL) reported a modest profit for the first quarter, the first in many years.

Installation of pumps at several stations in the Santa Cruz-Sica Sica pipeline was in progress at the end of the quarter. This line joins the Sica-Sica-Arica pipeline constructed some years ago, and it is expected that officials of the Government petroleum entity, YPFB, will visit Chile to conclude arrangements for necessary repairs to this line in Chilean territory.

A considerable upsurge in commercial and industrial activity is expected in the Cochabamba valley with the completion of the Carani electric power plant, with a planned capacity of 27,000 kilowatts, scheduled for November. Progress was made in the establishment of the Zimeri tire factory near Cochabamba with the delivery of heavy equipment and a prefabricated steel building.

Quality control groups meet jointly in N.Y., Stockholm

The American Society for Quality Control and the European Organization for Quality Control have organized a joint conference on "Quality and Reliability Assurance" in New York City, June 1-3, and in Stockholm, Sweden, June 6-10.

Quality control has a significant role in Swedish manufacturing and thus it is expected that this topic, supported by an outstanding international panel, will generate much interest in the conference in Stockholm. Panel members are to be drawn from the United States, the United Kingdom, Sweden, Japan, Germany, and other European countries.

American quality control engineers or firms interested in this conference should **write:** Quality Conference 1966, Capellavagen 1, Lidingo 1, Sweden.

U.S. trade outlook brightens in French-speaking nations of West and Central Africa

Their imports of U.S. goods have doubled since independence; most countries consider foreign investors an aid to development

By BONNIE McGOUGH
Africa Division, BIC

Since 1960, the year of political independence for most of the French-speaking western and equatorial African countries, many economic and commercial changes have altered the trade and investment prospects for American enterprise.

During the pre-independence period, only six years ago, the economies of the French African colonies were closely linked to metropolitan France. Political independence did not result in an overnight change in this close economic relationship, but it did usher in a new phase in which the African states generally are seeking to diversify their economies, broaden their trade relations, and encourage other foreign capital participation in their economic development.

Although the 14 French-speaking West and Central African countries are characterized by narrow agricultural economies exporting coffee, cocoa, cotton, tropical oils, nuts, fruits and forest products, there have been concerted efforts to expand, modernize, and diversify agriculture since independence.

Minerals gaining

Minerals are beginning to assume a growing importance in Gabon, Mauritania and Guinea, and increasing demand for a wide variety of goods has spurred industrial activity involving the use of locally produced raw materials. Most industry is centered in the processing of agricultural, mineral and forest products both for export and domestic consumption.

In the colonial period, U.S. trade and investments were negligible and, while U.S. investments are still of limited scope, there have been significant gains. The increase in American private capital participation in these countries since independence is due largely to a growing awareness by African governments that foreign enterprise is essential both for the development of rich but undeveloped natural resources requiring large investments for which local capital often is not available and for its offspin of technical and managerial know-how.

Joint U.S. ventures with African governments and local enterpreneurs, or American capital participation in international groupings generally appear to be most feasible.

Total U.S. exports to these 14 countries amounted to $39 million in 1959. This trade had increased to $75.6 million by 1965. Although much of the increase was made possible by shipments under AID assistance, much was also due to the desire of African entrepreneurs and government agencies to diversify sources of supply and the growing need for capital goods for development projects.

U.S. exports to West and Equatorial Africa consist mainly of petroleum products, industrial machinery, steel and iron products, refrigeration equipment and air conditioners, mining equipment, wood processing machinery, and automotive, aviation, and marine equipment. Other important products include second-hand clothing, inexpensive textiles, hand tools, and hardware.

In addition to these goods, export opportunities exist for water pumps, electri-

How U.S. Traded with French-speaking West and Central Africa, 1964-65 (millions of $)

The French-speaking West and Central African states are generally divided into two regional groupings—

Central African Customs and Economic Union (UDEAC), composed of Cameroon, Central African Republic, Chad, Congo-Brazzaville, Gabon.

West African Customs Union (UDOA), made up of Dahomey, Ivory Coast, Mali, Mauritania, Niger, Senegal, and Upper Volta.

Togo maintains associate status with the UDOA, while Guinea does not belong to either group.

The movement of goods generally is free within each of the two customs unions and each area is practically homogeneous for purposes of regional sales and promotion. The following table shows U.S. trade with these areas for the past two years.

Country	U.S. Exports 1964	U.S. Exports 1965	U.S. Imports 1964	U.S. Imports 1965
Guinea	10.4	17.1	7.2	12.0
Ivory Coast	19.0	11.0	63.9	45.9
Mauritania	2.5	4.5	1.9	2.3
Senegal	11.4	8.2	0.4	0.3
Sierra Leone	4.6	14.0	10.7	5.4
Togo	1.3	1.5	2.6	0.7
West Africa (Niger, Dahomey, Mali, Upper Volta, Chad and Congo-Brazzaville)	4.0	6.2	11.7	16.0
Cameroon	5.8	7.2	10.7	13.2
Central African Republic	0.5	0.7	7.3	9.9
Gabon	4.8	5.2	7.4	10.9

Source: Bureau of the Census, U.S. Department of Commerce

cal equipment of various types, fishing gear, textile machinery, diesel generators, railroad equipment, feed grains, wash-and-wear textiles, and cosmetics.

A significant development since Independence has been the formation of regional customs unions, the expanded markets of which create increasing possibilities for exporters and investors.

Central African Economic and Customs Union (UDEAC) is composed of Cameroon, Chad, Central African Republic, Congo-Brazzaville and Gabon. In addition to the customs union they maintain among themselves, the five UDEAC countries are currently studying the possibilities of harmonizing their labor codes, improving the management of small and middle-sized national enterprises, and coordinating investments.

UDEAC applies tariffs of from 5% to 30% of the c.i.f. value on all imports, except those from the EEC and certain other French-speaking African countries. The foreign exchange allocation system also favor imports from the EEC countries. Recent economic developments in the four UDEAC countries of interest to American business (at present the U.S. has no diplomatic representation in Congo-Brazzaville) are given below.

Cameroon has a forward moving economy relying on government-guided free enterprise as the system best able to promote development. This country ranks first among African producers of aluminum (producing some 50,000 tons annually), its principal exports are bananas, cocoa, rubber and coffee, and it has been expanding secondary industries, notably food processing and timber.

The government recently liberalized its investment law to stimulate foreign private investment, and has indicated a favorable attitude toward American investment. An Investment Guaranty Agreement with the United States is under negotiation.

Guaranty accord with U.S.

The government of the **Central African Republic** is expending greater efforts to attract new foreign aid and private industrial capital, especially in industries that would reduce imports of simple consumer items and create jobs for local labor. An Investment Guaranty Agreement was concluded with the U.S. in late 1964, and an AID sponsored survey of the possibilities of establishing small industries within the country has just been completed. The current two-year plan (1965-66) also emphasizes an enlarged industrial program in addition to stressing diversification of agriculture and improving the transportation system.

Industries considered feasible for investment include a dairy, a small foundry, a ceramic and cement plant, brick works and a paint factory. Demands for American heavy equipment and technical machinery should continue as the country intensifies its development efforts.

Chad, a land-locked country with few resources, depends on cotton for over 80% of its foreign exchange earnings. The government is concentrating development efforts on the diversification of agriculture (especially gum arabic, sugar cane, tobacco, and stock raising) and on solving the country's transportation problems. Industry is limited almost entirely to extractive processing operations related to agriculture and livestock raising.

U.S. investment in Chad has been negligible, although prospects have been somewhat encouraged by an Investment Guaranty Agreement with the U.S. and by frequent statements that the government welcomes foreign capital. Some investment opportunities exist in processing agricultural products and manufacturing basic consumer items for domestic consumption.

U.S. firms active

Gabon has extensive resources of manganese and petroleum, and U.S. firms (U.S. Steel, Bethlehem Steel, Gulf Oil, and Esso) are playing an important role in their development. Gabon's economic future is promising, given its rich mineral and forest resources and an increasingly favorable trade balance. The country is one of the world's chief producers of magnesium, and it also possesses vast iron-ore deposits and newly discovered reserves of oil. A carefully prepared development plan is scheduled to go into effect in 1966 and the Investment Code was furthur liberalized recently, with particular encouragement to the private sector.

West African Customs Union (UDOA) and Guinea. The members of the West African Customs Union (Dahoney, Ivory Coast, Mali, Mauritania, Niger, Senegal, Upper Volta), maintain both a fiscal import duty, averaging between 10% and 15% of the c.i.f. value of all goods regardless of origin, and a customs duty of 5% to 25% on all goods except those from the EEC and franc zone members. Togo, which is an associate member, applies only the fiscal import duty. UDOA members also maintain various surtaxes and nontariff import controls, including both import licensing and exchange controls.

Mounting financial difficulty has forced **Dahomey** to embark on an austerity campaign to bring government spending in line with revenues. Foreign exchange generated by exports of palm kernels and palm oil has not been sufficient to offset Dahomey's growing import requirements. The country has a liberal investment code and a development plan, which concentrates primarily on increasing agricultural production and developing small processing industries.

The completion of a new deep-water port in Cotonou is expected to lower shipping costs to and from Dahomey and stimulate foreign trade. The port is equipped with adequate storage facilities and can handle between 400,000 and 450,000 tons of merchandise a year.

The **Ivory Coast** has experienced the greatest sustained growth rate among the former French West African territories since independence, with an average annual gain of 10% in gross national product.

This success is partly due to government policies which have created and maintained an attractive atmosphere for private foreign investment. The expanding industrial sector also offers interesting possibilities for U.S. investments in agricultural processing, paper and pulp, furniture, rubber products and simple farm machinery.

The country has shown interest in broadening its trade base beyond the traditionally narrow alignment with France, and the U.S. is now the second ranking supplier to the Ivory Coast.

Gradual improvement

The economic situation in Togo has been showing gradual improvement. However, exports of coffee, cocoa and phosphate still are not quite keeping pace with increasing import requirements.

Togo recently enacted its first law directly aimed at promoting foreign investment. The new code, providing various tax, customs, labor and market benefits to investors, based on the type and amount of the investment, should encourage investment under the new five-year development plan (1966-70). The plan calls for a total investment of about $112 million and is designed to attract outside private investment, particularly in light industry and the processing of agricultural products. Another major incentive for U.S. trade and investment in Togo was the recent signing of a Treaty of Amity and Economic Relations with the U.S.

Mauritania's development efforts continue in an atmosphere of stability with a nearly balanced budget and foreign assistance remaining at a fairly constant level. An Investment Guaranty Agreement is in effect between the U.S. and

TWENTIETH CENTURY METHODS BRING A RAILWAY to the interior of Gabon, to transport manganese to Atlantic Ocean ports. Then come the track-layers, inching their way to the sea. Transportation equipment represents a prime import need for the industrialization efforts of Africa's developing nations.

Mauritania. Production from MIFERMA iron mines, the most sizeable resource presently under exploitation, rose steadily last year and is expected to reach an annual production of 6.6 million tons in 1967 with the opening of the newly developed Rouessa section. The government is pursuing efforts to develop fisheries and livestock resources and to improve the country's transport system. The Mauritanian Government is pinning hopes for the future on the exploitation of the Akjoujt copper deposits and on developing the Senegal river valley, on which the UN has undertaken a study.

The growth of **Niger's** agricultural output and continued French, EEC and AID-financed projects and import programs have contributed to significant growth since independence. While industrial activity is very limited, several major projects being planned, including the Malbaza cement plant ($3-4 million), a metal furniture factory, and a new hotel in Niamey, should result in a substantial rise of activity in the next few years. Niger had its first International Trade Fair recently and the country will soon embark on a new 10-year plan, permitting long-term economic planning. U.S. sales to Niger, minimal to date, consist principally of road building equipment, trucks and jeeps shipped under the American aid program. The U.S. has an Investment Guaranty Agreement with Niger.

The economy of **Senegal** is principally agricultural, with particular reliance on the peanut crop, which is expected to account for around $100 million out of total export earnings of $125-130 million this year. The industrial sector consists mainly of peanut oil refining, textile manufacturing, tuna canning and a variety of consumer goods manufacturing. In addition to a favorable investment code, which was recently liberalized, the government is preparing feasibility studies, developing pilot projects, and strengthening basic economic facilities to encourage new industrial investments. Senegal has signed an Investment Guaranty Agreement with the U.S.

Economic development in **Upper Volta** has been slow, principally due to lack of an outlet to the sea and scarce natural resources. The recent discovery of high grade manganese ore deposits in the northeastern corner of this country and plans for a railroad to ship the ore could mean substantial economic gains for this small country. The government strongly desires foreign private investment and there are opportunities in agricultural development and livestock marketing. Upper Volta maintains a liberal investment code and has signed an Investment Guaranty Agreement with the United States.

Richly endowed

Guinea is one of the more richly endowed countries of West Africa. While still primarily agricultural, it contains some of the world's largest deposits of bauxite, iron-ore, diamonds, and gold. The non-convertibility of the Guinea franc and the foreign exchange shortage are the major obstacles to economic development.

A proposed West African free trade area involving Guinea, Sierra Leone, Liberia and the Ivory Coast would aim to promote economic co-operation with a view to removing trade barriers and encouraging harmonious industrial development. This project is still in the discussive stage; a committee of representatives from the four countries is considering recommendations for the organization of the free trade area.

Also in the planning stage is a Senegal River Basin Development Scheme involving the co-operation of Mali, Mauritania, Guinea, and Senegal in coordinating their economic development.

Despite dramatic progress in some countries since independence, major obstacles to economic development, such as the lack of adequate transport facilities that would bring many isolated areas into the money economy and chronic foreign exchange shortages, will persist for some time to come.

U.S. export sales are limited but should expand in the wake of increased U.S. investment activity, continued operations of the U.S. foreign aid program, and the steady development of these countries in general. American goods and equipment enjoy an excellent reputation in West and Central Africa but the rigorous competition, limited foreign exchange earnings, import licensing and exchange controls, and discriminatory tariffs which favor France and the EEC are obstacles which must be overcome by aggressive sales programs of U.S. firms.

West and Central Africa also provide immediate investment possibilities for extractive industries and for small and medium size companies in manufacturing and light industry. With variations from country to country, Cooley funds, local development banks, and assistance from other financial sources are available.

These markets are being expanded by the concerted efforts of the Africans themselves through co-ordinated development plans, efforts to adhere to sound fiscal policies, formation of common markets and customs unions, and maintenance of a receptive investment climate.

New Zealand to intensify import licensing controls to improve balance of payments situation

New schedule effective July 1 designed to reduce private licensed imports by an average of 15%

New Zealand has announced that import controls would be intensified for balance of payments reasons during the licensing year beginning July 1.

Even though exports of meat, wool, and dairy products usually afford New Zealand a favorable balance of trade, in 1965 they were insufficient to offset deficits in the country's non-merchandise transactions, such as payments for freight as well as profits, dividends, and interest paid to non-residents on private investment and on Government loans.

The new licensing schedule is designed to reduce private licensed imports by an average of 15%, with some items cut by as much as 50%. Even this reduced import level, according to New Zealand Government sources, will require foreign credits.

Capital machinery restricted

Two-thirds of New Zealand's total imports require licenses, the value of which will reach nearly $924 million for the year ending June 30. Cutback projections for the year ending June 30, 1967, have ranged from $50 million to $84 million, although the Government has not yet released its ultimate target figure.

Imported goods to be reduced in the coming year include new cars, cut by 20%; whisky, brandy, and rum, also cut by 20%; consumer goods reduced from 15 to 25%; some raw materials by 15%; and capital goods reduced from 15 to 25%. Imports of capital machinery will be restricted to replacements.

U.S. exports to New Zealand increased from $97 million in 1964 to over $126 million in 1965. Goods exempt from licensing were the main contributors to the substantial gain.

These categories, with a few exceptions (pure sodium chloride and certain types of non-ferrous nails and tacks), will remain exempt in the coming licensing year. More U.S. gains in these categories could offset reductions in licensed imports.

Ninety additional items were exempted from licensing after July 1, 1965. Included were raw materials such as coffee and cocoa beans; unground spices; artificial, jute, and asbestos fiber; and basic metals including unrefined copper and unwrought iron. Among exempted consumer goods were certain drugs, heavy duty trucks, and X-ray film, as well as some farm machinery.

LAFTA meetings to study hemisphere's trading problems

Secretariat publishes full slate of sessions planned for 1966

The Secretariat of the Latin American Free Trade Association (LAFTA) recently issued a revised schedule of meetings planned for 1966. This revision announced industry sector meetings which were not included in the list carried on page 15 of the February 21 issue of INTERNATIONAL COMMERCE.

The new meetings are:

July 25—Manufacturers of industrial valves
August 1—Manufacturers of abrasives and of refractory materials

The 1966 meetings will be the first for producers of sewing machines (May 23); industrial transportation equipment (May 23); jewelry and related goods (July 19); industrial valves (July 25); abrasives (August 1); refractory materials (August 1); and molded plastics (September 5).

All industry sector meetings are at LAFTA headquarters in Montevideo, Uruguay. Each meeting is planned to begin on a Monday and to last 4 or 5 days. Industrial groups or individual companies in a LAFTA country which produce items encompassed by a listed industry sector may attend the meeting for that sector after notifying the LAFTA Secretariat.

In addition to industry sector meetings, the LAFTA Secretariat has announced the following planned meetings of Councils and Consultative and Advisory Commissions.

June 6—Statistics
June 20—Industrial development
July 19—Origin (of goods in intra-LAFTA trade)
July 26—Representatives of private businesses (Cons. Comm.)
August 2—Labor affairs (Cons. Comm.)
August 9—Transportation
August 26—Monetary affairs
September 5—Agrarian affairs
September 19—Commercial policy
October 4—Agricultural policy council
October 17—Nomenclature

Dates for the following meetings are not yet known: Sixth Annual Conference (Ministerial), Foreign Ministers' Council, Financial and Monetary Policy Council, Commercial Policy Council, and Industrial Development Council.

Other meetings listed in the LAFTA Secretariat schedule include:

April 11—Steel industry study group (Siderurgy)
April 20—Experts on public transportation
May 2—Legal experts on controversies among member countries
May 9—Petrochemical experts
May 24—Insurance businesses
June 6—Experts on commercial policy
August 1—Customs experts (special group to discuss stimulation of exports) (This meeting may be augmented by a September 12 meeting of a special group concerned with encouragement of exports).
August 22—Commercial banks

The Secretariat intends to arrange a meeting of a study group on paper and cellulose but no date has been set for this meeting.

Export rules eased on U.S. shipments within hemisphere

Bulk of exports under $100 no longer need declarations

Shippers' export declarations will no longer be required for the bulk of shipments valued at less than $100 from the U.S. to North and South American countries (except Cuba) as the result of an amendment to the Foreign Trade Statistics Regulations announced by the Department of Commerce.

The change will eliminate the necessity for filing more than 500,000 declarations yearly. The exemption does not apply, however, to shipments moving under a validated export license or under a general license GLV.

The amendment, published May 3 in the Federal Register, was adopted jointly by the Bureau of Customs of the Treasury Department and the Commerce Department's Bureau of the Census and Bureau of International Commerce.

The Export Control Regulations of the Bureau of International Commerce have also been amended to reflect this exemption.

The latest action follows an under-$100 exemption provided in October of 1965 for shipments to Canada and to such non-foreign areas as Puerto Rico, Virgin Islands of the U.S., and Guam. That amendment exempted more than one million shipments a year and the two combined will eliminate some 15% of the paperwork required in the past. Total declarations have been in excess of nine million annually.

Both amendments are parts of a program aimed at simplification of documentation requirements in all cases where statistical or export control objectives would not be harmed.

'Cooley Loan' will help U.S.-owned Taiwan firm

The U.S.-owned firm Milbern-Heller Co., Ltd., has received 3.2 million New Taiwan Dollars—the equivalent of $80,000 from the Agency for International Development (AID)—to assist in the construction of a plant for the manufacture of woodenware parts and products.

The AID credit is a "Cooley" loan, authorized by an amendment to Public Law 480, under which local currency funds generated by the sale of Food for Peace commodities are made available for lending to U.S. firms and their affiliates.

The loan will help finance land purchase, building and kiln construction, and working capital. The plant is to be located in Fengyuan, Taiwan, and is expected to have a peak annual production of U.S. $250,000 in woodenware products.

Guatemala to control price of insecticides, herbicides

The Guatemalan Government will control wholesale prices on locally produced insecticides, fungicides, and herbicides under new legislation dated March 31. Producers must file a list of their products' wholesale prices as of March 1 with the Ministry of Economy. This Ministry will then fix wholesale prices. Companies may apply for revisions of the fixed prices each year.

Producers must also give the Ministry of Finance 30 days notice before discontinuing production of a given insecticide. All products included in this Decree-Law, whether of national or foreign origin, must be registered in the Ministry of Agriculture, subject to a clearance from the Directorate General of Public Sanitation, according to regulations to be issued in the near future.

Copies of Decree-Law No. 442 of March 31, in Spanish and English, may be secured on a 10-day loan basis from the American Republics Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

ELECTRONIC EQUIPMENT

A French manufacturer of electronic control equipment seeks a license to produce a general line of electric and electronic instruments and machines. Reportedly, the firm does an annual volume of approximately $3 million and employs 150 persons.

Write: Etablissements Gauban, Boissonnet et Gauchant, 30 ave. Eugene Coron, 92-Courbevoie, France. WTD.

AID-financed exports to developing countries came from 43 states

Exports to developing countries from 43 states were financed under the Agency for International Development's economic assistance program during the first quarter of 1966.

A production source sampling of $155 million in U.S. sales during the three-month period showed Virginia, Illinois, Texas, Pennsylvania, New Jersey and Ohio as the leading producers. Twenty-two states had more than $1 million in sales.

AID finances these purchases largely through loans repayable in dollars to help developing nations of Asia, Africa and Latin America acquire the materials and equipment which are essential to their economic growth. To limit outflow of dollars and protect the U.S. balance of payments position, goods rather than dollars are provided by generally limiting use of these credits to purchases from U.S. suppliers.

Actual U.S. production value during the three-month period was greater than the amount reflected since the procurement source sampling is based on data covering only part of the yearly level of $1.2 billion in U.S. commodity exports resulting from AID program financing.

Peru to buy U.S. cars, tools and radios thru Alliance loan

A $2 million Alliance for Progress loan by the Eximbank to the Republic of Peru will be used to finance the purchase of U.S. vehicles, maintenance and repair equipment, and communications equipment. U.S. suppliers have not yet been selected by the Peruvian Government.

TELEVISION ANTENNAS

An Italian manufacturer of television antennas, accessories for the installation of television sets and transistorized amplifiers seeks a licensing arrangement with a U.S. producer of antennas, electronic components and high frequency transistorized amplifiers. According to the Italian firm, domestic production of these products is unable to meet current demand.

Write: Teko di Montanari Eugenio, 284 Via Emilia Levante, S. Lazzaro di Savena (Bologna), Italy. WTD

Indian Center reports rising U.S. investor interest in subcontinent

Forty-eight firms signed joint venture agreements in 1965; U.S. Embassy issues directory of American firms active in India

New private investment agreements between foreign and Indian companies are being reported with increasing frequency, according to the Indian Investment Center in New York.

The Center said that during 1965 the Government of India approved 242 joint venture agreements, of which 48 were with U.S. companies.

These ventures provided for the manufacture of a wide variety of products, including fertilizers, lubricating oil, farm equipment, castings, machine tools, chemical plants, surgical equipment, industrial explosives, asbestos cement, chip board, steel pipes, cutting tools, electronic products, nylon, carbon black and other chemicals.

The U.S. Embassy in New Delhi recently published a directory of U.S. firms operating in India, listing 282 American companies which have manufacturing arrangements in India. Another 102 are involved in miscellaneous trades and services. The Indian Investment Center said it received 70 joint venture proposals from U.S. companies in 1965.

Results announced

The latest agreements to be announced include:

AID has issued a specific risk guaranty on a $2 million investment made by the **International Harvester Company** of Chicago, in the International Tractor Company of India, Ltd. The money will be used to build a plant making farm tractors and other agricultural implements for sale in India.

A $12 million lubrication plant, capable of producing 145,000 tons a year, will be built by **Esso Standard** and **Indiana Oil Corporation** with Esso supplying feedstocks from its Bombay refinery.

Sun Oil Company recently started to work with Power Cables Pvt., Ltd. on a transformer oil manufacturing plant just outside Bombay. The plant, India's first of this type, will cost about $1 million, and is expected to begin operations in 1967. Initial capacity will be about 5 million gallons yearly. Although Power Cables is sole owner of the plant, Sun will be responsible for designing and building it, and for supervising its early operation. The plant will be so designed that it can double capacity in five years.

A 42% interest in Shama Forge Co., Ltd. of New Delhi, has been bought by **Kropp Forge Co.** of Chicago.

A $3 million loan has been made by AID to Indabrator, Ltd. of Bombay to be used in producing alloy steel castings and heat treated steel shot. Indabrator is a three-way company set up by New Standard Engineering Co., Ltd. of Bombay; **Wheelabrator Corp.** of Mishawaka, Indiana; and Tilghman's, Ltd. of Great Britain.

- Plans have been announced by **Cutler-Hammer, Inc.** of Milwaukee, Wisconsin, to set up a manufacturing subsidiary near New Delhi, to be known as Cutler-Hammer India, Ltd.

- The Taylor Instrument Co., Ltd., of Bombay, will receive a $157,500 investment from the **Taylor Instrument Co.** of Rochester, N.Y., for the servicing of the industrial process control market in Madras. AID has covered this investment with guaranties against inconvertibility of local currencies and loss from expropriation.

Simpson Electric Co. (a subsidiary of **American Gage & Machine Co.**) has announced that an electronics factory has been established at Vikhroli near Bombay, by Ruttonsha Simpson Private, Ltd. The fully automated plant will produce all kinds of electronic equipment. It will specialize in meter movements and similar instruments.

A plant to build hydraulic machine tools in New Delhi, and two plants in Calcutta for the manufacture of irrigation pipes and industrial blowers, will be built by the **American Refrigerator Co.,** Ltd. The company has announced that the plant hopes to export 10% of its production by 1967. In anticipation of this, sales and servicing facilities are being established in Singapore and Kuwait.

A new firm has been announced, Arco-Whitney of India, which will build a plant in Calcutta to be in operation next summer. The ten-year licensing agreement gives American Refrigerator Co. of India manufacturing rights to all **W. A. Whitney** Metal Fabricating Equipment, such as hand tools, hydraulic presses, shears, punches, and duplicators.

Frick India Ltd., an American-Indian joint venture with the **Frick Co.** of America, has received approval from the Indian Government to construct an air-conditioning and industrial refrigeration equipment plant at Faridabad, near Delhi.

Latrobe Steel Co., Latrobe, Pennsylvania, announced that the Government of India has recently approved their technical assistance agreement with All Steel Industries Corp., Ltd., of Coimbatore, India for the manufacture of 50,000 tons of alloy steel.

U.S. Bronze, Inc., has entered into a joint venture agreement with Bronze Powder Private, Ltd. for the manufacture of bronze powder which is used for printing inks, paints and decorative finishes.

PAPER MACHINERY

A German manufacturer of medium and heavy machinery for the pulp and paper industries, and turning and boring mills, seeks to increase its production through a licensing or joint venture arrangement with a U.S. firm.

The German company employs approximately 1,000 persons, including 150 qualified engineers. Manufacturing facilities include two machine plants, work shops and an iron foundry.

Write: O. Doerries AG, 52 Veldenerstr., 516 Dueren, Germany. WTD.

SEWAGE EQUIPMENT

A Swiss firm of contractors seeks licensing arrangements with U.S. companies to manufacture community water treatment and sewage system equipment and produce prefabricated concrete sections for the construction industry.

The Swiss firm reportedly owns trucks and construction machinery and employs about 70 persons.

Write: Hermann Cottagnoud, 1963 Vetroz, Canton of Valais, Switzerland. WTD.

German, British firms make license offers

Manufacturers in England and Germany offer licenses to U.S. firms for production of pre-fabricated concrete buildings, hover-marine craft with seat capacities ranging from 30 to over 100 passengers; and anti-corrosion materials for use in special industries.

For additional information on these products and the names and addresses of the manufacturers, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230. In writing refer to appropriate File number assigned each product described below.

An English producer of attractive prefabricated concrete buildings is interested in licensing a U.S. company, preferably a large producer of concrete, for the manufacture of its building systems in the U.S. There are designs for single story industrial buildings and single and multiple garages which can also be used as tool sheds.

The buildings are designed for easy assembly, especially the garages. The wall units are assembled on an interlocking principle. The modular wall panels simply dovetail into posts with bolts and clamping plates holding them firm. Recessed top and bottom edges of the panels interlock snugly, forming a weatherproof joint. The clamping plates are reported to be the key to simple erection as the pressure from the plates coupled with the design of the units make a firm, foolproof joint. **File 1400.**

Another English firm seeks a U.S. licensee to produce its newly designed hovermarine craft with 30, 60, 100 and more seat capacities. The speed range of these crafts is from 25 to 60 knots. The design, according to the firm, is simple and rugged. Construction methods require skills no more exacting than those demanded in an average boat yard. The craft uses well-proven lightweight diesel engines for lift and propulsion but provision is made for small gas-turbines or gas engines. **File 1401.**

A German producer wants a U.S. firm to manufacture under license anti-corrosion materials for use in special industries, i.e. chemical plants, refineries, power plants and shipyards. The firm claims its materials protect against extreme thermal and chemical conditions and prevent incrustation. The firm guarantees the material to allow continuous heat transfer and to resist attack by aggressive hot waters, condensing water streams and vapors, up to 200°C. **File 1402.**

Investment Assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes avilable.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-876, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-916), Rm. 6323, Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing BIC-878, Rm. 1520, Department of Commerce, Washington, D.C. 20230.

ELECTRONIC EQUIPMENT

A French importer and distributor of textile machinery seeks a license to manufacture electronic measuring, control and detection equipment. The firm is also interested in assembling electronic and electric equipment imported from the U.S. The firm, established in 1935, does an annual volume of $2.4 million and employs 15 persons, in addition to seven travelling sales engineers.

Write: Fitex, 12 Ave de Fontenelle, Sceaux (Hauts de Seine), France. WTD.

Pakistani seeks partner for fish plant venture

A Karachi trawler fleet operator requests a joint venture with an experienced U.S. firm to establish a shrimp and fish freezing plant.

The owner operates four trawlers valued at approximately $120,000 with a combined shrimp catching capacity of 200,000 pounds.

The U.S. investor is asked to provide $150,000 in the form of plant equipment and machinery, and technical assistance. Total cost of the project, including plant construction and processing and packaging equipment, is estimated at $514,-000. Plans also call for the purchase of a long-range trawler.

The businessman claims to have permission from the Government to establish the facility at a fishing village near Karachi to process and export frozen shrimp and frozen fish fillets.

In addition, he states the Government guarantees repatriation of foreign investment and grants tax exemptions to new industries for the first few years.

Write: Omar Halim, 528 Mohamedi House, McLeod Rd., Karachi, Pakistan. WTD.

TESTING MACHINERY

A British manufacturer of electronic testing equipment for the automotive industry seeks a license to produce special machinery and equipment for the steel, automotive, and chemical industry.

In addition to making precision equipment for testing automobile engines and brake systems, the London firm also manufactures vibro screens and feeders for steel mills.

Write: C. H. Hordern and Co. Mayfair House, 9 Hertford St., London, W.1. England. WTD.

VALVES

An Australian engineering firm, engaged in sheet metal work, seeks a licensing arrangement with a U.S. company to manufacture control valves such as needle, check and diaphragm valves. The firm also is interested in using its facilities to make additional products in the light engineering field. Its equipment reportedly includes numerous machine tools and a wide range of drills, taps and dies.

Write: Alloy Steel Products, Pty., Ltd., 7 Exceller Ave., Bankstown, N.S.W. WTD.

British Honduras proposes paint plant establishment

The Government of British Honduras proposes establishment of a paint manufacturing plant and seeks a U.S. investor to develop and operate the facility.

The Government's Development Finance Corp., which believes an opportunity exists for a U.S. firm in this field, has prepared a study on the project. The study covers important factors such as estimated costs, necessary raw materials and equipment, and anticipated sales and profits. The report estimates total cost for establishing the plant at $30,000 and annual manufacturing costs at $95,000.

To provide for expansion, the study indicates a plant site of around 2,000 square feet is required and a one-story plant of about 900 square feet is adequate. The report assumes the availability of adequate heat, water and electricity at the plant site.

In addition, the study analyzes personnel requirements, typical product mix, and describes the manufacturing operations necessary in a plant of this size and type.

Also of interest is information that the Government grants new industries a 10-year tax holiday and duty free importation of machinery, equipment and raw materials.

For copies of the pamphlet "Paints" and additional information, **write:** Development Finance Corp., Belize City, British Honduras.

CHAIRS, FURNITURE

A New Zealand vinyl flooring distributor seeks a licensing or joint venture arrangement with a U.S. firm to manufacture chairs and allied furniture, primarily for commercial and institutional use.

The U.S. licensor is asked for technical know-how, design specifications, and possibly molding dies. The Wellington firm would provide capital, labor and marketing facilities.

The firm is interested in a versatile type of chair that can be utilized for various seating purposes by alteration of the frame, and used as a casual chair in reception rooms and clubs. The firm favors a chair shell made of blow or injection molded poly-propylene designed to suit various tubular metal bases. It states there are plastic molders equipped to produce this type of chair shell in New Zealand.

The company's managing director plans to visit the U.S. in June. Firms interested in this proposal should contact the company immediately and arrange for appointments.

Write or cable: Flooring Distributors, Ltd., 65-73 Vivian St., Wellington, New Zealand. Attn: A. R. C. Mustard, Managing Director. WTD.

INDUSTRIAL FURNACES

An Italian manufacturer of electric, fuel oil and gas fired industrial furnaces for heat treating ferrous and non-ferrous metals and kilns for the ceramic industry seeks a licensing arrangement with an experienced U.S. firm to produce furnaces for melting aluminum and reheating and homogenizing slabs and billets and heat-treating furnaces for annealing sheets and coils. The firm also needs technical assistance from a U.S. licensor, particularly in the aluminum furnace field.

Established in 1924, the company reportedly does an annual volume of $4 million and employs 350 persons. The company markets its products throughout Italy and exports to Europe and South America.

The president of the firm expects to visit the U.S. late this month for discussions with interested U.S. firms.

Write: SCEI (Soceita' Costruzioni Elettrotermiche Industriali, S.p.A.) Via Bovio 6, Novara, Italy. WTD.

GLASSMAKING MACHINERY

A license to manufacture machinery for glass making, forming and packaging is sought by a French engineering firm, which specializes in production of prototype equipment for the glass industry such as oven feeders, bottle manufacturing machines, annealing ovens and packing machines. The firm reports it has built special machinery for the steel, chemical and food industry.

The firm, established in 1923, employs over 400 persons, including draftsmen and sales engineers. Its reportedly well-equipped machine shop contains machine tools and precision equipment.

Write: Les Ateliers de Construction de Compiegne, 5 rue des Ateliers, 60-Compiegne, France. WTD.

FUNGICIDES

A British chemical company, which manufactures insecticides and weedkillers, seeks a license to produce fungicides and bactericides for distribution in England and Europe. The firm requests technical assistance from a U.S. licensor and claims there is considerable demand for non-toxic products of this type.

Write: Lunevale Products, Ltd., Low Mill, Halton, Lancaster, England. WTD.

Taiwan firm wants license to produce valves, pumps

A machinery manufacturer in Taiwan seeks a licensing arrangement with a U.S. firm to produce cast bronze, iron and steel valves and centrifugal pumps for the water, gas and chemical industries.

The firm, which produces submersible pumps, steel molds for plastic and glassware, plastic sleeves for the fibre industry and cast iron and non-ferrous castings, is considering a $375,000 investment, principally in new machinery and equipment to expand operations. The U.S. licensor is asked for technical assistance.

The Tapei company states it owns four acres of land, operates from a 42,000 square foot plant and employs approximately 100 workers. It believes necessary raw materials are available on Taiwan.

According to the firm, Taiwan annually imports valves amounting to around $400,000 and consumption should increase with the expansion of the chemical industry.

Write: Tien Kung Machinery Corp., 8 Nan Yang St., Taipei, Taiwan. WTD.

HEATERS

A British manufacturer of warm air heaters seeks a licensing arrangement with a U.S. firm to produce oil and gas fired warm air heaters suitable for both direct and ducted delivery.

The London firm, established in 1929, employs 150 persons and claims to have complete distribution facilities. It also installs and services its heaters.

Write: Zephair, Ltd., 1 Brandon Rd., London N.7, England. WTD.

ELECTRONIC EQUIPMENT

A British manufacturer of industrial electronic equipment such as supervisory and control systems, foundry priority control systems, and float level transmitters seeks a license to produce and market related electronic equipment in England. The company is particularly interested in computerized teaching machines incorporating audio and visual aids.

Write: Scientific Systems, Ltd., Stover Trading Estate, Yate, Bristol. WTD.

POULTRY EQUIPMENT

A French importer, manufacturer and distributor of poultry equipment and accessories seeks a licensing arrangement with a U.S. firm to manufacture this type of equipment. The firm reportedly exports products to Great Britain, Italy and Spain.

Write: Union Franco Suisse, 105 rue Isambard, Pacy-sur-Eure (Eure), France. WTD.

World Trade Opportunities

Italy announces NATO telecommunication project

The Italian Foreign Office has announced NATO projects 9998 and 9999 calling for purchase of a 60 line-telephone switchboard and 75 BC telephone sets at Piacenza airbase. The cost of this procurement is estimated at 4.5 million and 600,000 lire respectively (1000 lire=$1.60).

Requests for bidding invitations from U.S. firms certified eligible to participate in NATO must be received by the Ministero Difesa, Ispettorato Telecomunicazioni ED A.V., Ufficio NATO-UEO, (Aeronatutica), Viale Castro Pretorio, Rome, Italy by June 7.

Rather than submitting a specially designated Italian Government Questionnaire, U.S. firms may answer the following questions extracted from the Italian Government's "Scheda Informativa" (Information Form). Answers must be drawn up in the Italian Language. "1) Name of Firm; 2) Address of Firm; 3) Summary description of type of organization (private firm, corporation, etc.); 4) Indication of Financial Capacity (Value of individual largest projects recently executed); 5) Short description of technical qualifications (nature of projects which applicant is specialized or equipped to execute)." The form must be signed and dated to be valid.

Further information about NATO and NATO-Certification may be obtained by writing or calling the Trade Opportunities Staff, BDSA 624, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4674). A brochure, "Doing Business With NATO—How U.S. Firms Can Participate" is available on request and gives necessary details on NATO certification procedures and basic information about NATO and SHAPE procurement.

Yugoslavia wants automatic injector station tenders

Yougoslavia through the United Nations, invites bids on an automatic injector station for ground consolidation and for injection of prefabricated concrete elements, cement, dry clay and bentonite, and should consist of a group of 3 injectors capable of working independently or with other groups. A clay silo of 50 tons capacity and a cement silo of 25 tons should be included in the group.

The working process is to be automatic and regulated by a control system with automatic indication of operating faults. Specifications call for the maximum capacity per injector by 40 kg/cm 2:3M3/h; average capacity of group: 7.5M3/h; maximum pressure on injectors: 100 kg/cm 2; power of group: 125 kw.

The specifications are to equal those of the "Mattmark" Injector Station manufactured by Swillboring A. G. in the following equipment: one cellular valve, five conveyor screws, three cement weighing automats, six simple mixers, three each of the following: colloidal mixers, injectors, centrifugal pumps with electric motor, cooling water containers, cold water counters, silicate dosage devices, control boxes; and two compressors to produce regulating air.

The deadline for invitation No. 6-10051/2 is June 6. Interested bidders seeking additional details and specifications are referred to The United Nations, New York, Attn: D. Hussey. (Telephone: 212-PL 4-1234, ext. 3637).

India requests tape recorders, microphones

The Directorate General of Supplies and Disposals, New Delhi, India, has issued tender No. SE-4/2103/124-A/Cell calling for the supply of nine portable, stereo, professional quality, tape recorders.

The units are to be suitable for battery or plug-in operation, weighing approximately 11 pounds, and are to be furnished complete with accessories, such as microphones, headphones, standard tapes, head demagnetizers and spares for five years maintenance.

Also wanted are 20 miniature, controlled magnetic microphones, weight 10 grams approximately.

The bid deadline for offers is May 31 at the Offices of the Directorate General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi 1, India.

Tender documents are available against advance payment of $1.50 per set, from the India Supply Mission (Ref. D/ENQ/2012) 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Lasaac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Area Code 617 Tel. CA 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S. C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N. C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 920 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N. Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P. R., 00907, Room 658, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

Brazil invites tenders for equipping schools

Brazil is offering a tender for equipment for public and private technical and vocational schools covering 811 different categories and thousands of units, and having an estimated value of about $8 million.

The equipment includes, but is not limited to, the following categories:

Metalworking machinery; special and general industrial machinery; office and computing machines; electric transmission, distribution, and miscellaneous equipment; electric industrial apparatus; electric lighting equipment; communication equipment; electronic components; engineering, laboratory, and scientific and research instruments and equipment; measuring, controlling, and physical characteristics indicating instruments; optical instruments and lenses; photographic equipment; clocks, watches, and timing devices; technical and scientific photographic slides and 16-mm. sound motion picture film.

The bid deadline is June 27. Terms and specifications are in Portuguese and correspondence is preferred in Portuguese. Bids should be submitted to: Sr. Armando Hildebrand, Presidente da Comissao Especial de Tomada de Precos, Secretaria da Comissao Especial, Ministerio da Educacao e Cultura, 9° andar, sala 910, Rio de Janeiro, Estado de Guanabara.

A copy of the tender documents, in Portuguese, is available for office inspection only in the Scientific, Photographic and Business Equipment Division, Rm. 4118, Business and Defense Services Administration, Department of Commerce, Washington, D.C.

Greece repeats NATO bid for Anchialos airfield

The Public Works Directorate, General Air Staff of the Ministry of National Defense of Greece has announced that the NATO bid for the "Construction of Additional Works at the New Anchialos Airfield", held last Feb. 25, will be repeated on June 1.

The project includes civil engineering, architectural and electromechanical works and is estimated to cost about 7½ million drachmas (30 drachmas equal $1). Firms must be certified for NATO in order to participate, and must notify the Ministry of National Defense, General Air Staff, Directorate of Public Works, 9 Lykourgou St., Athens 111, Greece. Tender documents, in Greek, will be available for 250 drachmas.

Iraq seeks orthicon tubes

The Central Foreign Purchasing Board, Ministry of Finance, Baghdad, Iraq, has issued Tender No. 22/66 calling for 18 three-inch image orthicon tubes, No. 1296, and four 4½" image orthicon camera tubes.

The bid deadline for offers under this tender is June 26.

Loan copies of the specifications are available to firms located in the Electronics Division, BDSA 658, Rm. 4125, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

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The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that tender documents, general conditions, specifications, drawings, or other additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6323. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

When a foot is not a foot

If your printer quoted you a price on 21.5 by 27.9 centimeter letterheads you would think he was in the wrong country.

You probably would pass up the service station where pumps measured gasoline by the liter.

The advertisers in these pages—except those from the U.K. and the British Commonwealth countries—are just as partial to the metric system as you are to inches and gallons.

So when you answer one of them, quote in metric measurements.

Ask the Department of Commerce Field Office.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

151 General building contractors

● **IRAQ**—Construction of 3 pumping stations and subsidiary sewers in Karradah Peninsula, Baghdad. Project includes supplying, laying 46 miles of 9-12 in. dia. precast concrete pipes plus short lengths for smaller dia. sewers, including all necessary manholes. Construction of pumping stations includes delivery and erection of 3 units. Bid deadline is July 31, Tenders No. 8B, Karradah Peninsula, Subsidiary Sewers and Area Pumping Station; and Sub-Contract No. M1 of No. 8B, the Pumping Plant. Tender documents and drawings available upon payment of $140 a set from Directorate General of the Sewerage Board, Ministry of Municipalities and Works, Baghdad or from (consulting engineers) Messrs. John Taylor & Sons, Artillery House, Artillery Row, London, SW.1, England. One set of documents, two books excluding drawings, may be examined in Department of Commerce, Building Materials and Construction Industries Division, Rm. 4014, Washington, D.C.

● **LIBYA**—Construction two hospitals, indivisible tenders, No. 871 for 122-bed hospital at Derna and No. 872 for 120-bed hospital at Tobruk, bid deadline for both tenders is 10 a.m., July 4. Bid guarantee is 2% of submitted tender value; 5% of tender cost required from successful bidder. Terms, specifications available for $84, Public Works Dept., Benghazi (No. 871) and Tripoli or Benghazi (No. 872). Secretary, Central Tenders Board, Ministry of Finance, Sharia Shatt, Tripoli. Copies of tender announcement only are available.★ (Telephone: 202-967-3601).

● Construction of sea-front road (corniche) in Ahmed Rafik St., Benghazi. Indivisible tender No. 873, bid deadline 10 a.m., July 4. Guarantee for 2% of tender value is required of bidder; also trade registration number, issuing authority and type of work licensed for; successful bidder contracts to deposit 5% of cost of tender. Terms, specifications available for $84 from Public Works Dept., Tripoli or Benghazi. Submit bids to: Secretary, Central Tenders Board, Ministry of Finance, Sharia Shatt, Tripoli. Copy of tender announcement available only.★ (Telephone: 202-967-3601).

200 Food

GIBRALTAR—All types of foodstuffs, including frozen foods. Supermarkets, Ltd. (importer, wholesaler, retailer), 194/196 Main St., Gibraltar. WTD 4/20/66.

202 Dairy products

HONG KONG—Milk, whole: canned. Processed to partially eliminate need for refrigeration until opened. Goddard & Co., Ltd. (importer, exporter, wholesaler, retailer), P.O. Box 3000, Hong Kong. WTD 10/7/65.

Canned whole milk. Samples requested. Hong Kong Daimaru Department Store Co., Ltd., Paterson St., Causeway Bay, Hong Kong. Cable: DAIMARU. WTD 9/8/65.

203 Canning, preserving foods

HONG KONG—Canned fruits, fruit juices. Interested in sole distributorship. Hong Kong Daimaru Department Store Co., Ltd., Paterson St., Causeway Bay, Hong Kong. Cable: DAIMARU. WTD 9/8/65.

JAPAN—Salted herring roe of U.S. origin. Requests quotation c.i.f. Nagoya. Seiwa Trading Co., Ltd. (importer), 23, 1-chome, Takabacho, Nakamura-ku, Nagoya. WTD 3/29/66.

204 Grain mill products

HONDURAS—Semolina for manufacture of spaghetti, macaroni—approx. 150,000 lb. per

month, for factory being established. Dr. Giovanni Solinas M., (importer), Apartado Postal No. 710, Tegucigalpa, D.C. WTD 5/2/66.

208 Beverage industries

GERMANY—Bourbon whisky. Importer, wholesaler, agent requests quotations. Direct purchase and agency. Weinhandelskontor KG Berlin Wilhelm W. Haase Intermark, 29 Barstr., 1 Berlin 31. WTD 5/4/66.

209 Food preparations

AUSTRALIA—Edible oils of all kinds. Bon Food Co. (importers, wholesalers), 51 Weston St., Brunswick, Victoria. WTD 4/15/66.

Pulses, especially haricot beans (cannellini variety), lentils, chick peas; in 100-lb. bags. Macalt, Pty., Ltd. (importer, agent), 57 Lambeth St., Panania, Sydney, N.S.W. WTD 4/18/66.

HONG KONG—Instant coffee, powdered. Only brands not represented in Hong Kong desired. Hong Kong Daimaru Department Store Co., Ltd., Paterson St., Causeway Bay, Hong Kong. Cable: DAIMARU. WTD 9/8/66.

220 Textile mill products

GERMANY—Textile piece goods, cotton, silk, artificial silk, synthetic fibers for women's garment industry. Direct purchase and agency. Werner Meye (sales agent), 27 Brandenburgische Str., 1 Berlin 15. WTD 4/27/66.

221 Broad woven fabric mills, cotton

AUSTRALIA—Mattress tickings. Sleepeezee Bedding Co., Pty., Ltd. (manufacturers, wholesalers), 28 Korong Rd., West Heidelberg, Victoria. WTD 4/15/66.

AUSTRIA—Lining materials. Requests quotation f.o.b. Austrian border, replies in German. Franz Kottbauer (importer, wholesaler), P.O. Box 233, Fabrikstrasse 2, A-4010 Linz. WTD 4/27/66.

SWEDEN—Medium-priced terry towels, bathroom ensembles. Hemtex AB (purchasing company), Dahlstromsgatan 8, Goteborg. WTD 5/3/66.

UGANDA—All types of dress materials in Dacron, other manmade fibers, medium price range. Requests catalogs, sample patterns; quotations c.i.f. Kampala if possible, or c.i.f. Mombasa. May place trial orders to approximate value of $280 per item. Wishes to act as commission agent. Uneximp, Ltd., P.O. Box 1241, Kampala. WTD 5/6/66.

223 Broad woven fabric mills, wool

AUSTRIA—Wool woven fabrics. Requests quotations f.o.b. Austrian border, replies in German. Franz Kottbauer (importer, wholesaler), P.O. Box 233, Fabrikstrasse 2, A-4010 Linz. WTD 4/27/66.

225 Knitting mills

HONG KONG—Socks, full-fashioned and seamless; men's, boys'. Hong Kong Daimaru Department Store Co., Ltd., Paterson St., Causeway Bay, Hong Kong. Cable DAIMARU. WTD 9/8/65.

227 Floor coverings

AUSTRALIA—Soft flooring, carpets, rugs.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Bolton's Trading Co., Pty., Ltd. (importers, wholesalers), 662-664 Botany Rd., Alexandria, N.S.W. WTD 3/2/66.

228 Yarn, thread mills

PAKISTAN—Wool yarn for knitting and hosiery mills; all colors. Trade Wings Corp. (importing distributor), 12/B Shah Alam Market, Lahore. WTD 4/20/66.

229 Textile goods

ITALY—Fluorescent fabrics for wearing apparel designed for road laborers. S.V.A.R. S.p.A. (Segnali Vernici Articoli Rifrangenti) (manufacturer), 1 Via Persicara, Latina. WTD 4/20/66.

Manila and hemp cable, rope, waste. G.I.B. Co.—General International Brokerage Co. (importer, exporter, broker), Piazza Venezia 1, P.O. Box 1317, Trieste. WTD 4/28/66.

PAKISTAN—Wool tops for knitting and hosiery mills. Trade Wings Corp. (importing distributor), 12/B Shah Alam Market, Lahore. WTD 4/20/66.

PORTUGAL—Cotton waste. Anselmo Ferreira & Sousa, Lda. (importer, reclaimer), 262-280 rua Silva Brinco, S. Mamede de Infesta, Oporto. WTD 5/6/66.

230 Apparel

BELGIUM—Children's, infants' wearing apparel. Agency and/or direct purchase. Maserco S.P.R.L. (importer, manufacturer), 27 Rue de Pavie, Brussels. WTD 4/26/66.

232 Men's, youths', boys' shirts

HONG KONG—Men's, youths', boys' cotton shirts. Neckties made from silk or knitted fabrics, except woolen. Hong Kong Daimaru Department Store Co., Ltd., Paterson St., Causeway Bay, Hong Kong. Cable DAIMARU. WTD 9/8/65.

KUWAIT—Men's wash-and-wear summer clothing. Interested in high quality lines, exclusive representation. The General Trading Co. (for Mihami Stores) (importer, wholesaler, commission agent), P.O. Box 1079, Kuwait. WTD 5/2/66.

233 Women's, misses', juniors' outerwear

HONG KONG—Women's, misses', juniors' blouses, waists, skirts: cotton. Hong Kong Daimaru Department Store Co., Ltd., Paterson St., Causeway Bay, Hong Kong. Cable: DAIMARU. WTD 9/8/65.

KUWAIT—Maternity clothing; women's wash-and-wear summer clothing. Interested in high quality lines, exclusive representation. The General Trading Co. (for Mihami Stores) (importer, wholesaler, commission agent), P.O. Box 1079, Kuwait. WTD 5/1/66.

236 Girls', children's, infants' outerwear

KUWAIT—Children's clothing. Interested in high quality lines, exclusive representation. The General Trading Co. (for Mihami Stores) (importer, wholesaler, commission agent), P.O. Box 1079, Kuwait. WTD 5/1/66.

238 Apparel, accessories

SWEDEN—Socks, neckties, handkerchiefs, matching sets in gift cartons. Agency and direct purchase. L. E. Ajell AB (importer, wholesaler), Tradgardsgatan 6, Goteborg C. WTD 4/26/66.

239 Fabricated textile products

● **BURMA**—Tarpaulin, 10 each 18' x 12', 24' x 16', and 24' x 18' also canvas green 36" width 200 yd. Tender No. 313(T)/CONST-BR/65-66, bid deadline June 29. Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-5238).

SWEDEN—Bath towels, rugs, curtains, lid covers in matching sets and separately; curtains, bedspreads in display boxes. Agency and direct purchase. L. E. Ajell AB (importer, wholesaler), Tradgardsgatan 6, Goteborg C. WTD 4/26/66.

Medium-priced curtains. Hemtex AB (purchasing company), Dahlstromsgatan 8, Goteborg. WTD 5/3/66.

242 Sawmills, planing mills

PAKISTAN—Ash, beech, hickory; thickness 1", width 3"-6", length 5½'; for use in sports goods industry. Regular Sports (importing distributor, manufacturer), Sialkot City.

252 Office furniture

ENGLAND—Tubular steel furniture for office, hospital, showroom, factory use. Shaw Manufacturing Co., Ltd., 80/86 Ossory Rd., London, SE.1. WTD 4/29/66.

253 Public building, related furniture

HONDURAS—Moving picture theater seats, used; 1,000. Jacobo B. Soliman, (importer), 3a. Calle entre 5a. y 6a. Aves. Comayaguela, D.C. WTD 5/2/66.

262 Paper mills

KENYA—Unglazed unribbed pure kraft paper for making grocery bags, 200 to 250 tons per shipment, in assorted grs/weight. Jayaramdas (manufacturer's representative) P.O. Box 2971, Mombasa. WTD 10/18/65.

PAKISTAN—Kraft paper: 29"x44", 40 gr; 36"x44", 44 gr. Tissue, white and colors, 20"x 30", 18-19 gr. Regular Sports, (importing distributor, manufacturer), Sialkot City. WTD 4/20/66.

Kraft paper; 29"x44", 40 gr; 36"x44", 44 gr. Tissue paper, white and colors, 20"x30", 18/19 gr. Pakistan Surgical Export Corp. (manufacturer), Mohammedpura, Sialkot. WTD 4/8/66.

264 Converted paper, paperboard products

ITALY—Chromium-coated paper. Eurocarta, (importer, wholesaler), 7 Corso Rinascimento, Rome. WTD in preparation.

Kraft paper bags, used, cleaned without

polyethylene or grease. G.I.B.CO.—General International Brokerage Co., (importer, exporter, broker), Piazza Venezia 1, P.O. Box 1317, Trieste. WTD 4/28/66.

281 Industrial chemicals

● **BURMA**—Fly killer, spray bombs, 500; oxalic acid, 200 lb.; sulfuric acid, 500 gal.; muriatic acid, 300 gal.; acid fluid baker, 1 hundred weight; ammonium chloride, 1,120 lb.; potash, for case hardening, 10 hundred weight; soda ash, 1 mt.; caustic soda, 1 mt.; sodium bichromate, 5 hundred weight; borax, 7 hundred weight; blacking, for foundry use, 5; boiler composition (dry as dust), 10 mt. Complete product descriptions, grades, sizes, type of containers unspecified on all above items. Tender No. Chem.LT-500/11/65-66 (B.R.), bid deadline July 6. Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone 202-WO 7-3468).

ITALY—Basic materials for use in manufacture of traditional and reflective paints for advertising, road signs. S.V.A.R. S.p.A., (Segnali Vernici Articoli Rifrangenti) (manufacturer), 1 Via Persicara, Latina. WTD 4/20/66.

282 Synthetic materials

PAKISTAN—PVC plastic sheeting, plain, transparent, embossed, designed, different colors, width 54", gauge 0.25 mm. in 20-yd. rolls; nylon multifilament, gauge 0.70-1.40 mm., multicolors, in hanks; fiber vulcanized sheets; for use in sports goods industry. Regular Sports, (importing distributor, manufacturer), Sialkot City. WTD 4/20/66.

Man-made fiber yarn for knitting and hosiery mills; molding compound, polyethylene. Trade Wings Corp., (importing distributor), 12/B Shah Alam Market, Lahore. WTD 4/20/66.

283 Drugs

JAPAN—Drugs in small lots to be used in poultry care. Requests specifications, prices c.i.f. Nagoya. Yonichi Seisakusho (J.P.J. Incubator Mfg. Co.), (manufacturer, distributor), 34, 4-chome, Ohta-cho, Mizuho-ku, Nagoya. WTD 4/21/66.

VENEZUELA—Veterinary pharmaceutical preparations. Direct purchase and agency for all of Venezuela. Wimco, S.A., (importer, distributor, sales agent), Apartado 9261, Avenida Bogota, cruce con Avenida Roosevelt, Los Castanos, Caracas. WTD 4/27/66.

284 Soap, detergents, cleaning preparations

FINLAND—Automotive polishes, rust preventatives, rust removers. Requests full details, price lists, terms. Direct purchase or agency. Pohjolan Koneosakeyhtio, (importer, wholesaler), Pakkahuoneenkatu 7, Oulu. WTD 4/18/66.

SWEDEN—High quality raw materials for detergents, floor waxes. Agency and direct purchase. AB Alkalion (manufacturer), Ostra Hamngatan 13, Goteborg. WTD 5/4/66.

285 Paints, varnishes, lacquers, enamels

PAKISTAN—Cellulose lacquer, weatherproof, for use in sports goods industry. Regular Sports, (importing distributor, manufacturer), Sialkot City. WTD 4/20/66.

289 Chemical products

FINLAND—Aerosols, tablets, bars for removing soot from heating equipment. Requests full details, price lists, terms. Direct purchase or agency. Pohjolan Koneosakeyhtio, (importer, wholesaler), Pakkahuoneenkatu 7, Oulu. WTD 4/18/66.

●**IRAQ**—Liquid fire extinguisher foam, primarily for air field use, 2000 gal., most modern formulations required, foam must remain liquid for long periods of time, packed in five-gallon cylindrical steel drums. Tender No. 28/66, bid deadline, June 5. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-3468).

NETHERLANDS—Animal glues, gelatin, casein, gums, synthetic resins, chemicals. Direct purchase and exclusive agency. Hazo N.V. (importer, sales agent), 53 Zeeburgerpad, Amsterdam. WTD 4/25/66.

PAKISTAN—Glue, synthetic powder, waterproof, harmless to human flesh; for use in sports goods industry. Regular Sports, (importing distributor, manufacturer), Sialkot City. WTD 4/20/66.

SWITZERLAND—Water treating compounds. Hermann Cottagnoud (contracting firm), 1963 Vetroz, Valais. WTD in preparation.

301 Tires, tubes

● **BURMA**—Tires 1,094 and inner tubes 590, various sizes, types. Tender No. 12/QO/TTS-POI/CF(65-66), bid deadline May 31. Procurement Mgr., People's Oil Industry, Merchant St., Rangoon.★ (Telephone: 202-WO 7-3381).

FINLAND—Tube repair patches, repair kits. Requests full details, price lists, terms. Direct purchase or agency. Pohjolan Koneosakeyhtio, (importer, wholesaler), Pakkahuoneenkatu 7, Oulu. WTD 4/18/66.

306 Fabricated rubber products

FINLAND—Automobile water hoses. Requests full details, price lists, terms. Direct purchase or agency. Pohjolan Koneosakeyhtio (importer, wholesaler), Pakkahuoneenkatu 7, Oulu. WTD 4/18/66.

307 Plastics products

FINLAND—Automobile water hoses made of plastic. Requests full details, price lists, terms. Direct purchase or agency. Pohjolan Koneosakeyhtio (importer, wholesaler), Pakkahuoneenkatu 7, Oulu. WTD 4/18/66.

311 Leather tanning, finishing

FINLAND—Chamois leather. Requests full details, price lists, terms. Direct purchase or agency. Pohjolan Koneosakeyhtio (importer, wholesaler), Pakkahuoneenkatu 7, Oulu. WTD 4/18/66.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

HONG KONG—Bison split waste; semi-finished rejected cowhides. Brighten Trading Co. (importer, exporter, wholesaler), 1st fl., Wang Hing Bldg., Queen's Rd. Central, Hong Kong. Cable: BRIEN. WTD 1/15/65.

Crocodile, snake skins. Tack Sing (importer, retailer), 24 Man Ying Bldg., 1st fl., Man Ying St., Kowloon, Hong Kong. WTD in preparation.

317 Handbags, personal leather goods

KUWAIT—Leather novelty goods such as key cases, billfolds, women's handbags, purses; good quality. Direct purchase and exclusive agency. The General Trading Co. (for Mihami Stores) (importer, wholesaler, commission agent), P.O. Box 1079, Kuwait. WTD 5/2/66.

319 Leather goods

KUWAIT—Leather desk sets. Direct purchase and agency. The General Trading Co. (for Mihami Stores) (importer, wholesaler, commission agent), P.O. Box 1079, Kuwait. WTD 5/2/66.

VENEZUELA—Saddles, parts. Direct purchase and agency for all of Venezuela. Wimco, S.A. (importer, distributor, sales agent), Apartado 9261, Avenida Bogota, cruce con Avenida Roosevelt, Los Castanos, Caracas. WTD 4/27/66.

329 Abrasive, asbestos, nonmetallic mineral products

FINLAND—Packing made of paper for automotive, industrial use. Packing, gaskets for shafts, axles for automotive use. Requests full details, price lists, terms. Direct purchase or agency. Pohjolan Koneosakeyhtio (importer, wholesaler), Pakkahuoneenkatu 7, Oulu. WTD 4/18/66.

PAKISTAN—Grinding wheels, stone; emery powder; emery salts; luster; polishing compositions for cleaning and polishing stainless steel surgical instruments. Pakistan Surgical Export Corp. (manufacturer), Mohammedpura, Sialkot. WTD 4/8/66.

Grinding wheels, stone; emery powder, emery salts, luster; polishing compositions for cleaning, polishing stainless steel surgical instruments. Venus Industries (importing distributor), Maharaja Rd., Sialkot. WTD 4/20/66.

331 Steel mill products

HONDURAS—Galvanized steel strips, length 20'; ¼" x 1¼" and ¼" x 1½", each 50 pcs.; ⅜" x 1½", 25 pcs. Galvanized steel angles, ¼" x 2½" x 2½" x 20'; 75 pcs. Galvanized steel pipe, ¾" x 20', for water; 50 pcs. Empresa Nacional de Energia Electrica (ENEE) (Government agency)—Attn: Abel Garcia Calix, Tegucigalpa, D.C. WTD in preparation.

PAKISTAN—Stainless steel sheets and bars: AISI 410, carbon 10-18%, chrome 15%; AISI 420, carbon 15-40%, chrome 15%; AISI 304, carbon 18%, chrome 8%; BB finish; 8' x 3', 8' x 4'; SWG 16-24; for use in manufacturing stainless steel surgical instruments. Venus Industries (importing distributor), Maharaja Rd., Sialkot. WTD 4/20/66.

Stainless steel sheets, bars: AISI 410, carbon 10-18%, chrome 15%; AISI 420, carbon 15-40%, chrome 15%; AISI 304, carbon 18%, chrome 8%; 16-24 SWG; sheet sizes 8' x 3', 4'; for use in manufacturing stainless steel

surgical instruments. Pakistan Surgical Export Corp. (manufacturer), Mohammedpura, Sialkot. WTD 4/8/66.

335 Rolling, drawing, extruding nonferrous metals

PAKISTAN—Nickel anodes. Pakistan Surgical Export Corp. (manufacturer), Mohammedpura, Sialkot. WTD 4/8/66.

342 Cutlery, hand tools, general hardware

● **BURMA**—Padlocks, six levers, galvanized iron or brass, quotations requested; total 1,900: 100—1″; 350—1½″; 250—2″; 800—2½″; 400—3″. Three largest sizes will be exposed to heavy rains and rough weather. Alternate types may also be offered. Tender Quotation No. 312(T)/CONST-BR/65-66, quote deadline June 29. Chairman, Union of Burma, Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-3601).

● **CEYLON**—Supply of 2 miles of 45 lb. section track complete, 24 nos. right hand and 12 nos. left hand crossings complete, 62 nos. double side 'V' tipping trollies, 6 nos. double bogey platform wagons. Tender No. TG.307, bid deadline June 3. Chairman, Tender Board, Ministry of Industries and Fisheries, 48 Sri Jinaratna Rd., Colombo 2. Copy of tender notice may be reviewed only in Rm. 4314, Transportation Equipment Division, BDSA-596, Department of Commerce, Washington, D.C. 20230.

● **COLOMBIA**—Supply of large variety of tools, machinery in small quantities for maintenance shop at Port of Buenaventura. Items include chisels, punches, wrenches, pliers, screw drivers, sanders, battery cell tester, garage floor creepers, vises, machine shop milling machines, machine shop drill presses, welding and cutting outfits. Tender No. 14, bid deadline June 13. Puertos de Colombia, Carrera 10, No. 15-22, Office 602, Bogota. Tenders may be obtained from the Puertos de Colombia for $30.★ (Telephone: 202-WO 7-5589).

FINLAND—Chain saw blades, hose clamps. Requests full details, price lists, terms. Direct purchase or agency. Pohjolan Koneosakeyhtio (importer, wholesaler), Pakkahuoneenkatu 7, Oulu. WTD 4/18/66.

FRANCE—Hand tools of all types, accessories for maintenance workshops, for industrial, other uses, including edge tools, hand saws, hacksaws, blades for hand and power-driven saws, bench drill vises, related lines. Agency direct purchase. Requests price lists, descriptive literature. Inter-Outils (Societe) (wholesale dealer, agent), 102 Rue de la Benauge, 33 Bordeaux-Bastide, Gironde. WTD 4/29/66.

● **GREECE**—Supply of machine tools in small quantities, including wrenches, cutters, screw drivers, pliers, vices, files, hammers, chisels. Tender No. 2a/268/66, bid deadline June 15. Ministry of Commerce, 2nd State Purchases Directorate, 50 Socratous St., Athens.★ (Telephone: 202-WO 7-5589).

NETHERLANDS—Hose couplings, clamps. Direct purchase and exclusive agency. J. Dekker (sales agent), 50 First Molenweg, Blaricum. WTD 4/22/66.

Do-it-yourself hand tools for all purposes; general hardware, related products salable in hardware stores. Direct purchase; exclusive representation. Ottevanger's Handelsbedrijf (importer, wholesaler), 13 Korenmarkt, Arnhem. WTD 4/12/66.

Marine hardware for pleasure boats. Direct purchase and/or agency. Exclusive representation required. N.V. Watersport, 752 Amstelveenseweg, Amsterdam. WTD 4/25/66.

PAKISTAN—Hand tools; hacksaw blades, 12″ x ½″; scalpel blades, with handles, for use in manufacturing stainless steel surgical instruments. Venus Industries (importing distributor), Maharaja Rd., Sialkot. WTD 4/20/66.

Hand tools; hacksaw blades, 12″ x ½″; scalpel blades with handles, for use in manufacturing stainless steel surgical instruments. Pakistan Surgical Export Corp. (manufacturer), Mohammedpura, Sialkot. WTD 4/8/66.

PHILIPPINES—Band saw, 36″; power hack saw. Used saws preferred. Pablo M. Silva, President, Filipino Pipe & Foundry Corp. (importer, indentor, manufacturer, exporter), Hulo, Mandaluyong, Rizal; Bx 1329, Manila. WTD 10/3/64.

343 Heating apparatus, plumbing fixtures

FRANCE—Fuel oil central heating boilers; steel-plate heating radiators; direct purchase and agency. Comptoir Electro Industriel du Maine (importer, wholesaler), 82, rue Grande Maison, 72 Le Mans. WTD 12/22/65.

GERMANY—Sanitary equipment of all kinds. Requests quotations f.o.b. New York. Direct purchase and/or agency. Zimmer & Kellermann (wholesaler, importer, distributor), 39/55 Benzenbergstrasse, 4 Duesseldorf. WTD 5/2/66.

345 Screw machine products

PAKISTAN—Machine screws for use in manufacturing stainless steel surgical instruments. Pakistan Surgical Export Corp. (manufacturer), Mohammedpura, Sialkot. WTD 4/8/66.

349 Fabricated metal products

FINLAND—Key rings. Requests full details, price lists, terms. Direct purchase or agency. Pohjolan Koneosakeyhtio (importer, wholesaler), Pakkahuoneenkatu 7, Oulu. WTD 4/18/66.

NETHERLANDS—Hydraulic, automotive fittings; high and low pressure pipe fittings. Direct purchase and exclusive agency. J. Dekker (sales agent), 50 1st Molenweg, Blaricum. WTD 4/22/66.

● **PHILIPPINES**—Cast iron pipes, fittings, accessories, furnish and deliver, to use as part of program in developing Manila and suburbs waterworks system; includes over 50,000 yd. cast iron pressure pipe of 12, 16, 20 and 24″ size dia.; fittings of various sizes, amounts includes nipples, plugs, tees, reducers, elbows, crosses, blow-off branches, solid sleeves, plus 20,000 kegs of other fittings. Contract No. is FM-2, deadline to submit prequalification papers is June 1; deadline to submit bids June 22. Specifications and contract documents available upon payment of $15 and requested from the National Waterworks and Sewerage Authority, 176 Arroceros, Manila. One copy of documents can be examined (not for loan) in the Department of Commerce, Building Materials and Construction Industries Division, Rm. 4014, Washington, D.C.

351 Engines, turbines

● **AUSTRALIA**—Design, supply, erection of two 350 mw. turbo-generators, associated equipment. Specification No. 65-66/101 and Corrigenda No. 1, bid deadline extended to 3 p.m., July 14. State Electricity Commission of Victoria, 22-32 William St., Melbourne, Victoria. One copy of specification and Corrigenda No. 1 is available for review only, not for loan, Rm. 4124, Power and Electrical Equipment Division, BDSA-662, Department of Commerce, Washington, D.C. 20230. (Telephone 202-WO 7-4241).

VENEZUELA—Outboard motors, parts. Direct purchase or sales agency for Eastern Venezuela. Rodamientos y Servicios de Venezuela C.A. (importer, wholesaler, retailer), Avenida Municipal No. 66, Puerto La Cruz, Edo. Anzoategui. WTD 2/17/66.

352 Farm machinery

JAPAN—Poultry incubators, general equipment. Requests specifications, catalogues, prices c.i.f. Nagoya. Yonichi Seisakusho, (J. P. J. Incubator Mfg. Co.), (manufacturer), 34, 4-chome, Ohta-cho, Mizuoho-ku, Nagoya. WTD 4/21/66.

VENEZUELA—Cattle breeding equipment. Direct purchase and agency for all of Venezuela. Wimco, S.A. (importer, distributor, sales agent), Apartado 9261, Avenida Bogota cruce con Avenida Roosevelt, Los Catanos, Caracas. WTD 4/27/66.

353 Construction machinery

KUWAIT—Construction, earthmoving equipment. Direct purchase and agency. Yusuf Sagar and al-Khalid (Trading and Contracting Co.) (importer, retailer, wholesaler, mfr., commission agent), P.O. Box 2391, Kuwait. WTD 4/30/66.

354 Metalworking machinery

● **BURMA**—Machine tools, various types: one crankshaft grinder, two electric bench grinders, two hand operated 60 ton hydraulic presses, and two flexible shaft grinders. Tender Nos. 213, 217, 218, and 219(T)/MCY-POI/CF(65-66) respectively, bid deadline May 30. Procurement Mgr., People's Oil Industry, Merchant St., Rangoon.★ (Telephone: 202-WO 7-5652).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

● One shaper, 18 in. stroke, and one lathe 12½ in. center x 12′ bed, single pulley drive (both shown in William Jacks & Co., Ltd., catalog). Tender No. 5(T)MCY-PBI/65-66, bid deadline June 30. Chairman, People's Bawdwin Industry, 104 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-5652).

● Six portable ½ in. electric drills, Tender No. 96/(T)/MCY-BR/65-66, bid deadline June 22; 51 sets of six-tube expander rollers, various sizes, Tender No. 180/(T)/TTS-BR/65-66, bid deadline June 29. Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-5652).

● **INDIA**—One universal bar bending machine suitable for bending steel reinforcement up to 50 mm. in dia. Tender No. 222/16/004/16-4-66, bid deadline June 7. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Copies of specifications, conditions may be obtained for $1 a copy from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. No. I.S.M D/ENQ/2013.

NETHERLANDS—Hobby kits, such as elec-

tric hand drills and attachments for grinding, polishing, sawing. Direct purchase; exclusive representation. Ottevanger's Handelsbedrijf (importer, wholesaler), 13 Korenmarkt, Arnhem. WTD 4/12/66.

PAKISTAN—Files, flat, round, bastard, 4"-12"; twist drills, 1/64"-1"; for use in manufacturing stainless steel surgical goods. Venus Industries, (importing distributor), Maharaja Rd., Sialkot. WTD 4/20/66.

Files, flat, round, bastard, 4"-12"; twist drills, 1/64"-1"; for use in manufacturing stainless steel goods. Pakistan Surgical Export Corp., (manufacturer), Mohammedpura, Sialkot. WTD 4/8/66.

PHILIPPINES—Engine lathe, gap type, 16" swing x 60" cc.; engine lathe, 36" swing x 14' cc.; turret lathe, semi-automatic, 16" swing x 40" cc.; vertical boring mill, 72" swing; universal shaper, 24" stroke; universal milling machine, with horizontal and vertical spindle with head, 16" v 60" table; universal radial drill, 5' column; and grinder, double end strand, 16" dia. Used machines preferred. Pablo M. Silva, President, Filipino Pipe & Foundry Corp., (importer, indentor, manufacturer, exporter), Hulo, Mandaluyong, Rizal; Box 1329, Manila. WTD 10/3/64.

● **SUDAN**—Layout table 3' x 5', machined to 1/1,000 per ft. accuracy. Table to be complete with 2 V blocks. Tender 3480, bid deadline June 7. Sudan Government Purchasing Agent. 3-5 Cleveland Row, St. James's, London, SW.1.★ (Telephone: 202-WO 7-5652).

● Lathe—8½" height of center, 14" bed, 4' between centers. Tender 3482, bid deadline June 15. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London, SW.I.★ (Telephone: 202-WO 7-5652).

VENEZUELA—Casting equipment for manufacture of bathroom fixtures (faucets). Direct purchase and agency for the State of Carabobo. Requests replies in Spanish. Suel, C.A., (importer, retailer), Apartado 638. Calle Comercio N° 101-77, Valencia, Estado Carabobo. WTD 4/27/66.

355 Special industry machinery

FINLAND—Complete line of machinery to enlarge, modernize abrasives manufacturing plant. Oy Mirka Ab, (manufacturer of abrasive papers and cloths), Kiitola, Jeppo. WTD 7/8/65.

KOREA—Condensed, evaporated milk equipment, machinery, related laboratory equipment. Firm plans to establish milk plant capable of producing 200 cartons per day of 14 oz. tins, 48 tins per carton, of condensed milk and 200 cartons per day of evaporated milk. Firm wants estimated costs with blue-print layouts. Korea Vilac Co., Ltd., (manufacturer), P.O. Box Kwanghwamoon No. 323, Seoul.

Textile machinery: automatic knitting machines for manufacturing sweaters. Direct purchase for proposed sweater factory. Seoul Trading Co., (manufacturer, exporter), Rm. 312 New Korea Bldg., 192-11, 1-ka, Ulchi-ro, Chung-ku, Seoul. WTD 2/26/65.

MEXICO—Automatic machine for canning vegetables, fruits, hot peppers. Price range low and medium, request replies in Spanish. Compania Industrial Veracruzana, (importer, retailer, wholesaler), Zaragoza 130. P.O. Box 421, Veracruz, Ver.

NETHERLANDS—All types of wrapping, netting, packing machines, materials for foodstuffs industry and for use in supermarkets. Direct purchase, exclusive representation. Dekker Verpakking N.V. (importer, wholesaler), 21 Willem Fenegastraat, Amsterdam. WTD 4/25/66.

● **SUDAN**—Six motorized fan forges 48" x 48" hearth with wrought iron chimneys 9 x 20 ft.; six anvils 2 C.W.T., 17" x 4½" top; two swage blocks 18" x 18' x 6". Tender 3476, bid deadline June 6. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London, SW.1.★ (Telephone: 202-WO 7-5652).

356 General industrial machinery

INDIA—Turbo couplings with high speed gear for drive of boiler feeding pumps by electric motors. Specifications available on loan from Trade Opportunities Staff, BDSA-624, Rm. 4203, Department of Commerce, Washington, D.C. 20230. The Assistant Purchase Officer (Prodn.), Bharat Heavy Electricals, Ltd., Ramachandrapuram Unit. Hyderabad 32, Andhra Pradesh.

● Supply of 36 centrifugal, diesel engine driven pumps, capacity 15,000 g.p.h., with a 75/80 ft. head; and, 48 centrifugal, engine-driven pumps, capacity 12,000 g.p.h., with a 75/85 ft. head. Tender No. SE-5/204/35/009, bid deadline June 16. Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi. Copies of documents available for $2.10 from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. (Ref. No. D/ENQ/2017).★ (Telephone: 202-WO 7-5589).

NETHERLANDS—Packaging machines, apparatus, materials for protective packaging of foodstuffs, general industrial products; all types of packing, wrapping, netting machines for general industrial use. Direct purchase, exclusive representation. Dekker Verpakking N.V. (importer, wholesaler), 21 Willem Fenegastraat, Amsterdam. WTD 4/25/66.

PAKISTAN—Ball bearings, 1"-4"; rubber belting, 1½"-4"; for use in manufacturing surgical instruments. Pakistan Surgical Export Corp., (manufacturer), Mohammedpura, Sialkot. WTD 4/8/66.

Ball bearings, 1"-4"; rubber belting, 1½"-4"; for use in manufacturing surgical instruments. Venus Industries, (importing distributor), Maharaja Rd., Sialkot. WTD 4/20/66.

357 Office, computing, accounting machines

AUSTRALIA—Computers and Data Processing equipment—any equipment in this category with the exception of very large business digital computers; direct purchase and agency. Ronald J.T. Payne, Pty., Ltd., (importer, manufacturer, wholesaler), 385 Bridge Rd., Richmond, Melbourne, Victoria. WTD 2/18/66.

358 Service industry machines

FINLAND—Industrial vacuum cleaners. Requests full details, price, terms. Direct purchase or agency. Pohjolan Koneosakeyhtio, (importer, wholesaler), Pakkahuoneenkatu 7, Oulu. WTD 4/18/66.

FRANCE—Commercial laundry machinery, accessories, equipment for use in industrial plants, hotels, institutions, hospitals, clinics, such as: washers, extractors, drying tumblers, ironers, related lines. Automatic machines, steam heated, operated on electric current (a.c. 50-cycle, 3-phase, 220/380 volts). Direct purchase, exclusive agency and distributorship for France or section thereof. Requests catalogues, price lists. Louis Marius Chaix, (retailer, sales agent), Villa Liliane, Ave. du General de Gaulle, 33 La Teste, Gironde. WTD 3/26/65.

Industrial refrigeration units, direct purchase and agency. Comptoir Electro Industriel du Maine (importer, wholesaler), 82, rue Grande Maison, 72 Le Mans. WTD 12/22/65.

Cleaners' dyers' equipment, accessories, supplies, principally garment-bagging machines designed to package clothes in polyethylene wrappers in one operation. Exclusive agency, distributorship for France or section thereof. Potential direct purchaser. Louis Marius Chaix (retailer, sales agent), Villa Liliane, Ave. du General de Gaulle, 33 La Teste, Gironde. WTD 3/26/65.

HONG KONG—Barbecue machines, capable of handling 50 to 100 chickens simultaneously. Designs suitable for restaurant use; 200 v., 50 cycle electric power, natural gas, or combination. Life Milling Co., Ltd. (importer, exporter, wholesaler, processor), P.O. Box 129, Yuen Long, New Territories, Kowloon, Hong Kong. Cable: LIFEMILCO. WTD 5/27/65.

PAKISTAN—Air conditioners: domestic, 1 and 1½ T.; industrial 15-100 T. Engineering Service Co. (manufacturer), 46 Bibi Pak Daman, Lahore. WTD 4/20/66.

361 Electric transmission, distribution equipment

AUSTRALIA—General laboratory electrical measurements such as multi-range potentiometers, resistance bridges, cathode ray oscilloscopes, oscillators, pulse generators, signal sources of all kinds, millivoltmeters, digital voltmeters. Servo instrumentation with particular application to servo system analysis, including low frequency function generators, low frequency/high stability oscillators, electrical and mechancal actuators, rotating digitizers, phase and amplitude dynamic measuring instruments, system response analysers, X and Y plotters, statistical analysers, plus general servo components, such as synchros, splitfield motors and torquers. Transducers—all kinds of electrical measuring "take-off" devices for monitoring physical and industrial systems. Ronald J.T. Payne, Pty., Ltd. (importer, wholesaler, manufacturer), 385 Bridge Rd., Richmond, Melbourne, Victoria. WTD 2/28/66.

HONDURAS—Fuse links, EEI-NEMA, FL11, type H; 2, 3, 5 amps; 50 each. Fuse links, Fast. EEI-NEMA, FL11, type K; 8, 30, 50, 65 amps; 50 each. Fuse links, Fast. EEI-NEMA FL11, type K, 10 amps, 150 pcs.; 25 amps, 100 pcs.; 15 and 20 amps, 200 each. Empresa Nacional de Energia Electrica (ENEE) (Government Agency)—Attn: Abel Garcia Calix, Tegucigalpa, D.C. WTD in preparation.

MOROCCO—Capacitor measuring equipment; inductor measuring equipment; oscilloscopes, high frequency, radio testing; radio frequency measuring equipment; signal generators, test equipment; test equipment repair parts; volt-ohm-milliammeters; resistor measuring equipment. Intra Trading Co., Ltd. (importer, wholesaler, retailer, manufacturer), 5 rue des Vignes, Tangier. WTD 4/19/66.

PAKISTAN—Oscilloscopes. Engineering Service Co. (manufacturer), 46 Bibi Pak Daman, Lahore. WTD 4/20/66.

362 Electrical industrial apparatus

AUSTRALIA—Industrial process control—all electronic counting, batching, sorting, weighing, programming equipment, also elctromechanical process timers. Direct purchase and agency. Ronald J. T. Payne, Pty., Ltd. (importer, manufacturer, wholesaler), 385 Bridge Rd., Richmond, Victoria. WTD 2/18/66.

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363 Household appliances

FINLAND—Household vacuum cleaners. Requests full details, price lists, terms. Direct purchase or agency. Pohjolan Koneosakeyhtio (importer, wholesaler), Pakkahuoneenkatu 7, Oulu. WTD 4/18/66.

MOROCCO—Refrigerators, mechanical, household. Intra Trading Co., Ltd. (importer, wholesaler, retailer, manufacturer), 5 rue des Vignes, Tangier. WTD 4/19/66.

PAKISTAN—Electric kettles, ovens, heaters, cooking stoves, percolators, toasters. Engineering Service Co. (manufacturer), 46 Bibi Pak Daman, Lahore. WTD 4/20/66.

364 Electric lighting, wiring equipment

FINLAND—Automotive electric bulbs. Requests full details, price lists, terms. Direct purchase or agency. Pohjolan Koneosakeyhtio (importer, wholesaler), Pakkahuoneenkatu 7, Oulu. WTD 4/18/66.

365 Radio, television receiving sets

BRAZIL—Automatic record changers; direct purchase or agency. Industrias Kennedy de Aparelhes Eletronicos Ltda. (manufacturer, wholesaler, representative), Rua Matinore 43/113, Rio de Janeiro ZC-15, Estado da Guanabara. WTD 9/13/65.

367 Electronic components, accessories

ENGLAND—Electronic transducers, coders, components. Scientific Systems, Ltd. (manufacturers), Stover Trading Estate, Yate, Bristol. WTD 4/18/66.

369 Electrical machinery

● **GREECE**—Supply of two X-ray machines, 500 MA-125 KV. Tender No. 21/66, bid deadline June 11. Estimated value: $49,850. Institute of Social Insurance (IKA), Import Supply Committee, 8 Agniou Constantinou St., Athens.★ (Telephone: 202-WO 7-2939).

PAKISTAN—Diathermy, X-ray, electrocardiogram apparatus. Engineering Service Co. (manufacturer), 46 Bibi Pak Daman, Lahore. WTD 4/20/66.

TRINIDAD—Machinery for making battery cables, terminals. Lenny Sumadh, Ltd. (importer, retailer), 115 Coffee St., San Fernando. WTD 9/9/65.

371 Motor vehicles, equipment

AUSTRALIA—Automotive spare parts, tools, equipment. Direct purchase and agency. W. L. Ryan, Pty., Ltd. (importer, wholesaler, retailer), 590 Elizabeth St., Melbourne, C.1, Victoria. WTD 3/25/66.

FINLAND—Automotive filters, windshield wipers, exhaust decorative extensions, replacement lenses for blinker lights, steering wheel covers, decorative wheel covers. Requests full details, price lists, terms. Direct purchase or agency. Pohjolan Koneosakeyhtio (importer, wholesaler), Pakkahuoneenkatu 7, Oulu. WTD 4/18/66.

373 Ship, boat building, repairing

NETHERLANDS—Sailboats, runabouts, cruisers. Direct purchase and/or agency. Exclusive representation required. N.V. Watersport (importer, sales agent, wholesaler), 752 Amstelveenseweg, Amsterdam. WTD 4/25/66.

381 Engineering, laboratory, scientific, research instruments

AUSTRALIA—Nucleonic instruments of all kinds for research assay, isotope tracing, hazard monitoring, medical applications, other than X-ray plant or radio therapy equipment. Direct purchase and agency. Ronald J. T. Payne, Pty., Ltd. (importers, manufacturers, wholesalers), 385 Bridge Rd., Richmond, Victoria. WTD 2/18/66.

BRAZIL—Educational equipment for physics, botany, geology, zoology and similar laboratories, for use at university level. Alvaro R. Braga, (retailer, wholesaler), Rua 15 de Novembro 357-3° andar, Caixa Postal 2525, Curitiba, Parana. WTD in preparation.

● **INDIA**—Supply of equipment for seismological observatory including: one standard apparatus with frequency stabilized source; one standard two-day survey chronometer; four speedy moiser tester spares, accessories. Tender No. 222/43/331/9-3-1966/PL, bid deadline June 21. Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available at $1 a copy from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. (I.S.M. Ref. No. D/ENQ/2016).

NEW ZEALAND—Science laboratory equipment for following training school section: junior chemistry; glass blowing; microbiology and biology; biochemistry; organic, inorganic and physical chemistry; metallurgical; instrument; chromatography; radio isotopes; optics, heat, electrical and electronics; industrial electronics; physics development and electronic development; mathematics. Wellington Polytechnic, Private Bag, Wellington. Attn: H. Offenberger, Head of School of Mathematics and Science.

PHILIPPINES—Photogrammetric and surveying equipment. Tim Certeza, Jr., President, Certeza Surveying Co., Inc., 855 Epifanio de los Santos Ave., Box 46, Quezon City. WTD 4/26/65.

382 Instruments for measuring, controlling, indicating physical characteristics

AUSTRALIA—Process control instruments such as temperature controllers, limit controllers, dynamic system controllers, potentiometric pen recorders. Physical measuring instruments such as photometers, spectro-photometers, infra-red sources and measuring devices; direct purchase and agency. Ronald J.T. Payne, Pty., Ltd. (importer, manufacturer, wholesaler), 385 Bridge Rd., Richmond, Victoria. WTD 2/18/66.

384 Surgical, medical, dental instruments

BELGIUM—Protective clothing, gloves. Agency and/or direct purchase. Maserco S.P.R.L., (importer, manufacturer), 27 Rue de Pavie, Brussels. WTD 4/26/66.

BRAZIL—Surgical, medical, hospital instruments, equipment. Miguel Stasio, (retailer, wholesaler), Rua Dr. Murici 970, Curitiba, Parana. WTD in preparation.

Surgical, medical, hospital instruments, equipment. Alvaro R. Braga, (retailer, wholesaler), Rua 15 de Novembro 357-3° andar, Caixa Postal 2525, Curitiba, Parana. WTD in preparation.

INDIA—Supply of self-contained oxygen breathing apparatus and gas masks; various types of protective canisters. Specifications available from Trade Opportunities Staff, BDSA-624, Rm. 4203, Department of Commerce, Washington, D.C. 20230. L.K. Behl, Works Manager, Synthetic Drugs Project (Government), Kookatpally, P.O. Balanagar Township, Hyderabad 37, Andhra Pradesh.

● **IRAQ**—Large supply of surgical and medical instruments in various quantities including, but not limited to, intestinal clamp forceps; uterine curettes; female catheters; artery forceps, dissection forceps; post mortem instruments; scalpel blades; amputation saws; scissors; speculas; syringes; clinical thermometers; suture needles. Tender No. 29/66, bid deadline July 24. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

VENEZUELA—Veterinary instruments, apparatus. Direct purchase and agency for all of Venezuela. Wimco, S.A., (importer, distributor, sales agent), Apartado 9261, Avenida Bogota, cruce con Avenida Roosevelt, Los Castanos, Caracas. WTD 4/27/66.

386 Photographic equipment

HONDURAS—Two used sound projectors for 35 mm. movie film, each with cinemascope lens for 220 volts, 60 cycles, AC. One projection screen, 18 ft. x 20 ft. Jacobo B. Soliman (importer), 3a. Calle entre 5a. y 6a. Aves., Comayaguela, D.C. WTD 5/2/66.

387 Clocks, including electric

● **IRAN**—Supply of 100 eight-day movement

wall clocks with electric exciters, each capable of operating 1 to 5 electric clocks, with emblem of Iranian State Railways (winged wheel). Tender No. 44/1199, bid deadline July 3. Iranian State Railways, Maydane Rah Ahan, Tehran.★ (Telephone: 202-WO 7-2939).

394 Toys, amusement, sporting goods

SWEDEN—High quality skin diving equipment, all kinds. AB Aqua-Sport (agent, wholesaler, manufacturer), Goteborg. WTD 3/17/66.

395 Pens, pencils, office, artists' materials

SWEDEN—Ballpoint pens, assembled or unassembled. Agency and direct purchase. L. E. Ajell AB (importer, wholesaler), Tradgardsgatan 6, Goteborg C. WTD 4/26/66.

● **THAILAND**—Supply of 8 items of office equipment including drafting table lamp, erasing machine, planimeter, lettering equipment, pantographs, drafting machine, drawing set, edging machine. Tender No. MK-1-16, bid deadline June 2. The Royal Irrigation Dept., Samsen Rd., Bangkok. Review copy available for inspection only in Rm. 4118, Scientific, Photographic and Business Equipment Division, BDSA-666, Department of Commerce, Washington, D.C.

396 Costume jewelry, novelties

PAKISTAN—Buttons, all kinds. Trade Wings Corp. (importing distributor), 12/B Shah Alam Market, Lahore. WTD 4/20/66.

399 Manufacturing industries

PAKISTAN—Brushes, fiber, for use in cleaning, polishing stainless steel instruments. Pakistan Surgical Export Corp. (manufacturer), Mohammedpura, Sialkot. WTD 4/8/66.

SOUTH AFRICA—Wigs; wiglets; false eyelashes; false fingernails. Kenrich Cosmetics, (Pty), Ltd. (importer, manufacturer), P.O. Box 4699, Johannesburg. WTD 10/27/65.

SWEDEN—Women's dresser sets, other dressing table sets, accessories; all kinds of gift articles. Agency and direct purchase. L. E. Ajell AB (importer, wholesaler), Tradgardsgatan 6, Goteborg C. WTD 4/26/66.

Prequalification invited for Japanese highway bids

The Japan Highway Public Corp., also known as Nihon Doro Kodan, is inviting international bidding or prequalification of contractors to bid on the construction of two sections of the Tokyo-Nagoya Expressway.

The two sections are listed as Projects "C" and "D" and prequalification documents must be received by 5 p.m., May 30, by the Contract Section, Procurement and Right-of-Way Department of the head office of Kodan, 1-13, 1-chome, Shimbashi, Minato-ku, Tokyo.

Contractors experienced in expressway construction are invited to submit bids. Contractors and interested firms located in the U.S. may obtain a copy in more detail of each highway announcement and a sample copy of an information form for prequalification of applicants for bidding on the Tokyo-Nagoya Expressway construction work from the Department of Commerce, Building Materials and Construction Industries Division, Rm. 4014, BDSA 564, Washington, D.C. 20230. (Telephone: 202-967-3601).

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

019 Commercial farms

GREECE—Seeds: watermelon, melon, cucumber; corn seeds, grass seeds. Requests quotations, descriptive literature. Participates in public bidding. Sophie Grigoriadou Cie (sales agent), 101 Zoodohou Pighis St., Athens 707. WTD 4/29/66.

202 Dairy products

DOMINICAN REPUBLIC—Powdered milk. Vidal y Co., C. por A. (importer, exporter, commission agent), P.O. Box 877, Santo Domingo. WTD in preparation.

203 Canning, preserving foods

DOMINICAN REPUBLIC—Baby food; catsup, similar tomato products; fruit juices. Vidal y Co., C. por A. (importer, exporter, commission agent), P.O. Box 877, Santo Domingo. WTD in preparation.

PHILIPPINES—Canned foodstuffs, including corned beef, anchovies, sardines. Hector L. Fajardo, Director, United Traders & Manufacturers, Inc. (importer, wholesaler, indentor, exporter), 322 Bank of PI Bldg., Plaza Cervantes, Manila. WTD 9/15/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

204 Grain mill products

PHILIPPINES—Fish meal. Hector L. Fajardo, Director, United Traders & Manufacturers, Inc. (importer, wholesaler, indentor, exporter), 322 Bank of PI Bldg., Plaza Cervantes, Manila. WTD 9/15/65.

SOUTH AFRICA—Rice, unpolished, especially Californian pearl. British & Continental Agencies (manufacturers' agent), P.O. Box 854, Durban, Natal. WTD 4/25/66.

209 Food preparations

PHILIPPINES—Inedible tallow. Hector L. Fajardo, Director, United Traders & Manufacturers, Inc. (importer, wholesaler, indentor, exporter), 322 Bank of PI Bldg., Plaza Cervantes, Manila. WTD 9/15/65.

220 Textile mill products

SOUTH AFRICA—Synthetic fabrics for manufacture of shirts; fabrics for manufacture of men's, women's outerwear; curtain, upholstery fabrics. Freetone Agencies (manufacturers' agent), P.O. Box 4723, Cape Town. WTD 12/6/65.

221 Broad woven fabric mills, cotton

UGANDA—Cotton dress materials, all types, medium price range. Requests catalogs, sample patterns; quotations c.i.f. Kampala if possible, or c.i.f. Mombasa. May place trial orders to approximate value of $280 per item. Wishes to act as commission agent. Uneximp, Ltd., P.O. Box 1241, Kampala. WTD 5/6/66.

232 Men's, youths', boys' furnishings

UGANDA—Men's medium priced shirts. Requests catalogs, sample garments; quotations c.i.f. Kampala if possible, or c.i.f. Mombasa. May place trial orders to approximate value of $280. Interested in commission agency. Uneximp, Ltd., P.O. Box 1241, Kampala. WTD 5/6/66.

233 Women's, misses', juniors' outerwear

UGANDA—Women's medium priced blouses. Requests catalogs, sample garments; quotations c.i.f. Kampala if possible, or c.i.f. Mombasa. May place trial orders to approximate value of $280. Interested in commission agency. Uneximp, Ltd., P.O. Box 1241, Kampala. WTD 5/6/66.

234 Women's, misses', children's, infants' undergarments

UGANDA—Women's embroidered and/or lace-edged nylon underwear, medium price range. Requests catalogs, sample garments; quotations c.i.f. Kampala if possible, or c.i.f. Mombasa. May place trial orders to approximate value of $280. Interested in commission agency. Uneximp, Ltd., P.O. Box 1241, Kampala. WTD 5/6/66.

236 Girls', children's, infants' outerwear

UGANDA—Children's dresses of first quality. Requests catalogs, sample garments; quotations c.i.f. Kampala if possible, or c.i.f. Mombasa. May place trial orders to approximate value of $280. Interested in commission agency. Uneximp, Ltd., P.O. Box 1241, Kampala. WTD 5/6/66.

239 Fabricated textile products

PHILIPPINES—Container bags made of jute, cotton, synthetic textiles. Hector L. Fajardo, Director, United Traders & Manufacturers, Inc. (importer, wholesaler, indentor, exporter), 322 Bank of PI Bldg., Plaza Cervantes, Manila. WTD 9/15/65.

249 Wood products

GREECE—Wooden poles, treated, various sizes, 8 to 12 meters in length. Sales agent wishes to represent U.S. firms for participation in international public bids issued by governmental agencies. Requests price lists and descriptive literature. Jean Dem. Doucas, 4 Themistocleous St., Athens 142. WTD 4/29/66.

264 Converted paper, paperboard products

PHILIPPINES—Kraft paperboard. Hector L.

Fajardo, Director, United Traders & Manufacturers, Inc. (importer, wholesaler, indentor, exporter), 322 Bank of PI Bldg., Plaza Cervantes, Manila. WTD 9/15/65.

281 Industrial chemicals

PHILIPPINES—Industrial chemicals including rock phosphate, refined salt, diatomaceous earth, activated carbon, tricalcium phosphate, acetic acid, acetone, flavoring ingredients, soda ash, hydrogen peroxide, sodium tripolyphosphate, muriate of potash, sulphur, food emulsifiers, other specialty chemicals. Hector L. Fajardo, Director, United Traders & Manufacturers, Inc. (importer, wholesaler, indentor, exporter), 322 Bank of PI Bldg., Plaza Cervantes, Manila. WTD 9/15/65.

283 Drugs

PHILIPPINES—Vitamins. Hector L. Fajardo, Director, United Traders & Manufacturers, Inc. (importer, wholesaler, indentor, exporter), 322 Bank of PI Bldg., Plaza Cervantes, Manila. WTD 9/15/65.

284 Soap, detergents, cleaning preparations

PHILIPPINES—Talcum powder. Hector L. Fajardo, Director, United Traders & Manufactures, Inc. (importer, wholesaler, indentor, exporter), 322 Bank of PI Bldg., Plaza Cervantes, Manila. WTD 9/15/65.

LAS detergents, including CMC-STPP-perfume detergents; optical brighteners. Hector L. Fajardo, Director, United Traders & Manufacturers, Inc. (importer, wholesaler, indentor, exporter), 322 Bank of PI Bldg., Plaza Cervantes. WTD 9/15/65.

THAILAND—Shampoos, hair sprays. Requests catalogs, samples, prices. Tavasin Ltd. Partnership (importer, wholesaler, retailer), 920/6 New Rd., Talad Noi, Bangkok. WTD in preparation.

287 Agricultural chemicals

GREECE—Pesticides, insecticides, fungicides, herbicides. Requests descriptive literature, catalogues, price lists. Sells to governmental and other agencies through participation in public bidding. Sophie Grigoriadou & Cie. (sales agent), 101 Zoodohou Pighis St., Athens 707. WTD 4/29/66.

306 Fabricated rubber products

THAILAND—Rubber tile flooring. Prefers replies from west coast manufacturers. Requests catalogs, price lists. United Material Co., Ltd. (importer, wholesaler, contractor), 86 Chula Soi 16, Rama 4 Rd., Bangkok. WTD in preparation.

353 Construction machinery

PHILIPPINES—Materials handling equipment, including fork lifts, tractors, belt conveyors, pneumatic equipment. Hector L. Fajardo, Director, United Traders & Manufacturers, Inc. (importer, wholesaler, indentor, exporter), 322 Bank of PI Bldg., Plaza Cervantes, Manila. WTD 9/15/65.

355 Special industry machinery

KOREA—Textile machinery, including ring spinning frames, simplex, drawing frames, mixing plant, fabric finishing machinery, sizing and working machinery, dyeing and bleaching machinery. East West Co., Ltd. (agent), 502 Won Chang Bldg., 25 Mukyo-dong, Chung-ku, Seoul. WTD 3/15/66.

PHILIPPINES—Textile machinery: equipment, accessories, supplies. Manuel Y. Carmona, President, Crown Export Co., (Philippines), Inc. (indentor), 315 Buendia Ave. Ext., Makati, Rizal; Bx 2549, Manila. WTD 8/4/65.

357 Office, computing, accounting machines

PAKISTAN—Bathroom scales. Pakistan Surgical Export Corp. (manufacturer), Mohammedpura, Sialkot. WTD 4/8/66.

358 Service industry machines

SWITZERLAND—Water sewage equipment; community water treatment machinery and water purification systems. Hermann Cottagnoud (contracting firm), 1963 Vetroz, Valais. WTD in preparation.

361 Electric transmission, distribution equipment

GREECE—Electric measuring instruments; switchgear and switchboard apparatus (6.6 kv and 22 kv). Sales agent wishes to represent U.S. firms for participation in international public bids issued by governmental agencies. Requests catalogues, descriptive literature, price lists. Jean Dem. Doucas, 4 Themistocleous St., Athens 142, Greece. WTD 4/29/66.

362 Electrical industrial apparatus

GREECE—Power generator sets, diesel-engine driven, above 100 kva up to 2,000 kva. Sales agent wishes to represent U.S. firms for participation in international public bids issued by governmental agencies. Requests catalogues, descriptive literature, price lists. Jean Dem. Doucas, 4 Themistocleous St., Athens 142. WTD 4/29/66.

365 Radio, television receiving sets

AUSTRIA—Top quality magnetic tape recorders, phonograph record players. Hi-Fi Stereo Center Hedwig Kain (importer, wholesaler, manufactuer's representative), 24 Rainerstrasse, A-5020 Salzburg. WTD 4/22/66.

366 Communication equipment

THAILAND—Amplifiers, AM/FM transmitting-receiving equipment, oscillators, semi-conductors, microwave equipment, television receiving equipment. Catalogs, prices. Philip & Thomas Import-Export Co., Ltd. (importer, wholesaler, retailer), 830 Wang Burapa, Bangkok. WTD 3/5/65.

371 Motor vehicles, equipment

DOMINICAN REPUBLIC—Automobile, truck parts, accessories. Alfredo Modesto O'Neal (importer, wholesaler, retailer, commission agent), P.O. Box 394, Arzobispo Portes 124, Santo Domingo. WTD in preparation.

382 Instruments for measuring, controlling, indicating physical characteristics

AUSTRALIA—Pneumatic controls, temperature and pressure, simpler types. Bell's Asbestos and Engineering, (Australia), Ltd. (importer, wholesaler), 52 Foveaux St., Sydney, N.S.W. WTD 2/24/66.

PAKISTAN—Thermometers, all kinds. Pakistan Surgical Export Corp. (manufacturer), Mohammedpura, Sialkot. WTD 4/8/66.

384 Surgical, medical, dental instruments

PAKISTAN—Hypodermic Syringes, needles. Pakistan Surgical Export Corp. (manufacturer), Mohammedpura, Sialkot. WTD 4/8/66.

VENEZUELA—Instruments, equipment, supplies for hospitals, clinics. Agency for all of Venezuela. Requests replies in Spanish. "COLARSA" Corporacion Quirurgica Lara, S.A. (importer, distributor, sales agent), Carrera 19, entre 30 y 31, Barquisimeto, State of Lara. WTD 4/28/66.

399 Manufacturing industries

DOMINICAN REPUBLIC—Portable fire extinguishers. Guerrero & Mieses (importer, exporter, wholesaler, retailer), P.O. Box 537, Avenida Mella No. 147, Santo Domingo. WTD in preparation.

THAILAND—Electric hair dryers, 220 volts, 50 cycles A.C. Requests catalogs, prices. Tavasin Ltd. Partnership (importer, wholesaler, retailer), 920/6 New Rd., Talad Noi, Bangkok. WTD in preparation.

VENEZUELA—Bar articles, accessories. Agency for Caracas and vicinity. Requests replies in Spanish. Gran Licoreria, C.A. (importer, distributor, sales agent), Apartado 10618, Sabana Grande, Avenida Valparaiso, Los Caobos, Caracas. WTD 4/28/66.

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Pakistan plans construction of ammonium nitrate plant

The West Pakistan Industrial Development Corp., Chemical Industries Division, P.I.D.C. House, Kutchery Rd., Karachi-4, Pakistan, has issued tender No. F-III(I)/ASN/CIS for the supply of an ammonium-nitrate plant with a capacity of 600,000 tons a year.

Included are these individual units: Ammonia plant, ammonium sulphate plant, nitric acid plant, ammonium sulphate-nitrate plant, and sulphuric acid plant. The supplier may quote for the plant as a whole, or for the above individual units. The bid deadline is July 15.

Specifications are available on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-588, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ARGENTINA—Jaime Sperling, Managing Director, Pedro Pechersky S.A.I.C., Avenida del Campo 1570, Buenos Aires **interested in visiting rayon, other synthetic yarn mills.** First week in June via San Francisco for two weeks c/o Hans Stevens, 2114 N. Bronsor, North Hollywood, Cal. Itinerary: Los Angeles, San Francisco, others to be determined. WTD 11/29/65.

AUSTRALIA—C. A. Lembke, Managing Editor, The Australian Timber Journal, Suite 407, 243 Elizabeth St., Sydney, **interested in contacting U.S. timber companies, associations, manufacturers of equipment used in timber industry to obtain background information for article.** May 20 via Tacoma for three to four weeks. c/o G. Cleveland Edgett, Western Wood Products Assn., 700 Yeon Bldg., Portland, Ore. Itinerary: Seattle, San Francisco, Los Angeles, Dallas, Houston, Miami, Washington, New York, Chicago, St. Paul, Minneapolis, Milwaukee.

Roger A. Dane, Managing Director, Dane Industries, Pty., Ltd., 210 Silverwater Rd., Lidcombe, N.S.W., **interested in air conditioning equipment in control pulpits, other mill pulpit installations, air conditioning equipment for cranes, particularly soaking pit and cover-carriaged cranes.** May 14 via Los Angeles for three weeks. Itinerary: Pontiac, Mich.; Chicago May 21-24 c/o Palmer House; Detroit June 2-4 c/o Statler Hotel. WTD 5/4/66.

George M. F. Willy, Francis Willy, (N.S.W.), Pty., Ltd., 172 Clarence St., Sydney, N.S.W., **interested in meeting with "first-class" export house for cotton, rayon, other synthetic piece goods for both fashions, furnishings, to secure local representation.** May 21 via San Francisco for three weeks. c/o Taylor Fabrics Co., 39 White St., New York, N.Y. (Telephone. WAlker 5-4834). Itinerary: New York. WTD 5/3/66.

H. K. Toner, N.S.W. Local Government Assn. and Waverley Municipal Council, P.O. Box 9, Bondi Junction, N.S.W., **interested in discussing with appropriate municipal authorities current practices in control and prevention of water pollution, including disposal of sewage, industrial, and other wastes and legislation to prevent pollution.** May 26 to June 5 via Honolulu; July 23 via New York for five weeks. Itinerary: Honolulu May 26-28, Los Angeles May 28-June 5; New York July 23-Aug. 2; open itinerary for Hartford, Washington, Chicago, Detroit, Jacksonville, Miami, Atlanta, Knoxville, Houston.

BRAZIL—Alexandre Fontes Braga, Hissa Comercio e Industria de Plasticos Ltda., Rua da Alfandega 271, 1° andar, Rio de Janeiro, GM, CZ-58, **interested in low-price vinyl ballerina-type shoes.** May 15 via Miami for six months. c/o International House, New Orleans, La. Itinerary: Miami and Tampa, Fla.; New Orleans; Houston, San Antonio and Dallas. WTD 3/25/66.

ECUADOR—Attilio Descalzi M., President, Compania Industrial Frutas del Ecuador S.A., kilometer 4½ Daule Highway, P.O. Box 5110, Guayaquil, **interested in importing equipment to process, preserve, and package banana puree; requesting technical information on tropical fruit processing, preserving, packing.** May 15 via Los Angeles for one month. c/o Ecuadorean Consulate General, 427 W. 5th St., Los Angeles, Cal. Itinerary: Los Angeles, New York, Miami. WTD 5/15/64.

FRANCE—Georges Bardou, Scoritoma, 22 Blvd. Gallieni, 92 Villeneuve-la-Garenne, **interested in obtaining French distributorship for metal forage and grain silos.** Early June via New York for about 15 days. c/o Bowsteel Corp., 601 E. Linden Ave., Linden, N.J. Itinerary: as required to contact silo manufacturers. WTD 4/21/66.

Gil Marois, Ets. Mariot Freres, 8 rue Truffaut, Paris 17e, **interested in purchasing and requesting technical information on plumbing fixtures, related tools, sewage and drainage, gas fittings.** May 10 via New York for three months. c/o American Aviation, 435 Broome St., New York, N.Y. 10013. Itinerary: New York, Detroit, Chicago. WTD 3/18/66.

GREECE—Christos Lanaras, Prototype Finishing Mills—Profin, Kifissou & Constantinoupoleos Sts., Peristeri, Athens, **interested in contacting textile industry for latest technical developments.** May 15 via New York for one month. c/o J.D.L. Grant, 1544 N. State Pkwy., Chicago 10, Ill. Itinerary: Chicago, Boston, Wilmington. WTD in preparation.

IRAQ—Ibrahim Mohammed Kanbour, The General Commercial Agency (East & West) Corp., 162/1 Rashid St., Baghdad, **interested in contacting U.S. suppliers of army surplus commodities, steam boilers, shoe manufacturing machinery, goods and passenger elevators, air conditioning equipment.** Approx. June 1 via New York for six weeks. c/o S.I. Kanbour, 2207 Osborn Dr., Silver Spring, Md. Itinerary: New York, Washington, Chicago, San Francisco, Pittsburgh, Philadelphia, Honolulu. WTD 1/24/66.

ISRAEL—Aron Leshem, Deputy-Director, Public Works Dept., Ministry of Labor, 3 Lincoln St., Tel Aviv, **interested in visiting factories, firms dealing in maintenance machinery, equipment;** Mr. Leshem is in charge of Mechanical Equipment, Transportation and Stores Organization for Israel, and would like to meet both Government and private industry officials. May 10 via New York for at least three weeks. c/o Israel Government Supply Mission, 850 3rd Ave., New York, N.Y. Itinerary: New York, Chicago, others to be arranged.

JAPAN—Naoshige Homma, Export Manager, and Yoshio Kikushima, Assistant Manager, Market Research Dept., Tokai Screw Co., Ltd., 1-25, 1-chrome Hachiryu-cho, Kita-ku, Nagoya, **interested in licensing arrangements for special machinery, studying screw-making machinery developments for possible purchase, market research on industrial fasteners.** May 14 via San Francisco. c/o Department of Commerce Field Offices en route. Itinerary: San Francisco, Los Angeles, Tulsa, Chicago, Detroit, Waltham, New York, Washington. WTD 3/1/66.

Monkichi Namba, Counsellor, Osaka International Trade Center, 2 Tamae-cho 2-chome, Kita Ku, Osaka, **interested in visiting international trade promotion organizations to study these organizations' functions.** Mr. Namba, a Rotary member and former president of Kobe College in Nishinomiya, Hyogo Prefecture, is an adviser to the Osaka International Trade Center, and professor of sociology at Konan University in Kobe. May 24 via New York for one month. Itinerary: New York, Boston, Plattsburg, Lake Placid, Chicago, Denver, Los Angeles, San Francisco, Honolulu, Washington.

NETHERLANDS—Dutch Urban Study Group will be in the U.S. from May 9-May 27. Members of the group are Dr. J.A. Bakker, Undersecretary, Department of Economic Affairs; Dr. E.A. Bartel, Member of Executive Board, Peek & Cloppenburg (men's clothing chainstore); J.J.A. Berger, Mayor of Groningen; W. Brenninkmeyer, member of Executive Board, C & A Brenninkmeyer (ready-to-wear chainstore); Prof. Ir W. de Bruyn, city planner; Dr. A.C.R. Dreesmann, member, Executive Board, Vroom & Dreesmann-Nederland (department store chain); Ir A. Feddes, member, Executive Board, Planning and Development Co., EMPEO; B.A.J.M. van Hellenberg Hubar, member, Executive Board, Nederlandse Middenstandsbank; J.D. Jongma, President, textile buying group HOBO; Dr. C. de Leve-Haagman, Senior Official, Department of Economic Affairs, and Secretary of the Group; Dr. A. W. Luijckx, Executive Director, Shopping Center Development Assn., division of Nederlandse Middenstandsbank; Ir G.H. Meyer, Executive Director, Municipal Real Estate Department, Amsterdam; Dr. H.J. Neefs, Secretary General, Industrial Board for Retail Trade; H. Post, Executive Director, Central Institute for Small Business; Ir. W. F. Schut, Executive Director, Central Institute for Small Business; Ir W.F. Schut, city planner; J.M. Strijkers, President, Amsterdam Tourist Assn.; J. Vrij, Director General, Department of Communications; P. G. v.d. Weele, Chairman, Royal Dutch Assn. of Employers in Small Business; Ir. H. Witte, Mayor, Eindhoven; Dr. J.F.H. Wijsen, Director General, Department of Economic Affairs. Itinerary: May 23 Philadelphia c/o Benjamin Franklin; May 24-26 Washington c/o Executive House.

NEW ZEALAND—A. Davies, Otago Development Council, P.O. Box 483, Dunedin, **interested in cultivation, processing of fruits, vegetables, food preservation methods, and licensing arrangements in these fields.** May 20 via New York for three weeks. c/o Great Western Sugar Co., 1530 16th St., Denver, Colo.; c/o National Bank of New Zealand, 14 Charles II St., London, SW. 1, England. Itinerary: New York, Wisconsin, Iowa, Colorado, Oregon, California.

SWEDEN—Adolf Lundmark, Director and Manager of General Division of Distribution and Regional Production of Kooperative Forbundet (Cooperative Union), Stadsgarden 6, Stockholm, **interested in studying warehouse organizations, materials handling equipment, warehouse construction.** May 22 via Los Angeles for approximately three weeks. c/o The Summit of New York, E. 51st St. & Lexington Ave., New York, N.Y. 10022. Itinerary: Los Angeles, San Francisco, Denver, Minneapolis, Detroit. Phoenix, Boston, Washington. New York. WTD 2/18/65.

Bengt Wahlstrom, AB S.J. Norman, Styrmansgatan 5, Stockholm, **interested in meeting exporters of frozen and canned salmon, Alaskan crab meat, frozen and canned vegetables.** End of May via Anchorage for approximately 10 days. c/o Department of Commerce Field Offices on travel route. Itinerary: Anchorage, Seattle, Indianapolis, New York.

THAILAND—Mark S.M. Foo, President,

United Construction Co., Ltd., 175 Visutkasat Rd., Bangkok, **wishes to visit U.S. sawmills where finished dimension lumber is produced to learn techniques, use of U.S. equipment.** June 1 via New York for two months. c/o Dr. Prasit Footrakul, St. Francis Hospital, 929 N. St. Francis Ave., Wichita, Kan. 67214. Itinerary: New York, Denver, Wichita. WTD 9/21/64.

Leads for Importers

Commodities are offered direct unless specified

208 Beverage industries

MOROCCO—Moroccan wines, especially kosher wines, bottled or in bulk, barrels or containers. Direct sales or through U.S. distributor. Henri Cohen (wine exporter), 37 rue de Mareuil, Casablanca. WTD 5/2/66.

Moroccan wine, kosher, red, rose, in bottles and in 250-liter drums. Toledano Eximport: Union Commerciale Norafricaine S.A. (UNICOM), 3 Ave. Sidi Amar, Tangier. WTD 2/25/66.

209 Food preparations

UGANDA—Tea, all grades, produced in East Africa, Congo, Malawi. Pulped and washed coffee produced in Kenya, Uganda. Uneximp, Ltd. (exporter), P.O. Box 1241, Kampala. WTD 5/6/66.

229 Textile goods

ITALY—Hemp harl (filaments) from processing remnants. G.I.B. Co.-General International Brokerage Co. (importer, exporter, broker), Piazza Venezia 1, P.O. Box 1317, Trieste. WTD 4/28/66.

242 Sawmills, planing mills

TAIWAN—Philippine lauan lumber, rough and green, down to moisture content below 30% at time of shipment, dipped with PCP solution to prevent wood stain and sealed with anti-checking paint, bundled with anti-rust steel hoops, grading NHLA rules. Grade: FAS approx. 70%, No. 1 Com. 30%. Thickness: 4/4″, 5/4″, 6/4″, 8/4″. Widths: FAS 6″ and wider, average 9″; No. 1 Com. 6″ and wider, average 8″. Length: FAS 8′ and longer, average 13′; No. 1 Com. 8′ and longer, average 12′. Alliance Industrial Corp. (agent), P.O. Box 1668, Taipei. WTD 3/17/66.

328 Cut stone, stone products

TAIWAN—Marble slabs, cut size, unpolished or with one face polished, for wall surfacing, ceiling, flooring, monuments; any size up to 6′ x 3′; thickness: 6/8″-7/8″. Colors: black with white stripes, gray with black stripes, white with black stripes, black. Alliance Industrial Corp. (agent), P.O. Box 1668, Taipei. WTD 3/17/66.

331 Steel mill products

ARGENTINA—Rolled steel sections: round, 5/16″-3½″; square, 5/16″-3½″; flats, ⅛″-1½″ thick, ½″-6″ wide. Equal flanged sections; T-steel; channel steel. Sr. Felix A. B. Zolezzi, La Cantabrica S.A. (manufacturer), Moreno 755, Buenos Aires. WTD 4/13/66.

343 Heating apparatus, plumbing fixtures

GERMANY—Washbasins and mirror-cabinets for bathrooms. Direct sale and agency. Quotations f.o.b. Bremen or Hamburg. Descriptive circulars—text in German—available from Trade Opportunities Staff, BDSA-624, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Zimmer & Kellerman (wholesaler, importer, distributor), 39/55 Benzenbergstrasse, 4 Duesseldorf. WTD 5/2/66.

352 Farm machinery

ARGENTINA—Windmills, 8 to 10 ft. wheel diameter, 11 to 40 ft. galvanized steel supporting towers. Sr. Felix A. B. Zolezzi, La Cantabrica S.A. (manufacturer), Moreno 755, Buenos Aires. WTD 4/13/66.

Construction Awards

AUSTRALIA—(1 A$=US $1.12) The tender for the supply of steel water pipe published in International Commerce, Jan. 31, 1966, was awarded to Humes, Ltd., a Melbourne-based company for $A73,091.04.

CANADA—A list of firms awarded contracts by various Canadian Government agencies (Transport, Public Works, Defense) during February and March is available on loan to U.S. firms from Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

QATAR—An Italian construction firm, Franco Tosi, S.p.A., has been awarded the contract to build a $8½ million cement plant at Doha, Qatar.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D. C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated April unless otherwise indicated.

Most of the lists are prefaced by a brief review of basic trade and industry data collected in making the compilations.

Air Conditioning and Refrigeration Equipment—Importers, Dealers and Manufacturers—Ecuador, May.

Air Conditioning and Refrigerating Equipment—Importers, Dealers and Manufacturers—Federal Republic of Germany and West Berlin.

American Firms, Subsidiaries and Affiliates—Tunisia.

Books, Magazines and Periodicals—Importers and Dealers—Italy.

Business Firms—Senegal.

Dental Supply Houses—Denmark.

Dental Supply Houses—Guatemala.

Electronic Equipment, Electron Tubes and Other Electronic Components and Accessories—Importers, Dealers and Manufacturers—Pakistan.

Electronic Equipment, Electron Tubes and Other Electronic Components and Accessories—Importers, Dealers and Manufacturers—Philippines.

Electronic Equipment for Home Entertainment, Phonograph Records and Pre-Recorded Magnetic Tapes—Importers, Dealers and Manufacturers—Philippines.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed, in such cases additional information is published as it is obtained.

KUWAIT—The Council of Ministers has approved a proposal to construct a ground station for the communication satellite program. Comsat representatives visited Kuwait last week and began plans for technical assistance on the project. Several U.S. manufacturers of station hardware have reportedly submitted proposals for constructing the station. Under optimum conditions the station should be in operation within 18 to 24 months.

PAKISTAN—The Sui Northern Gas Pipelines, Ltd., plans an extension of its natural gas pipeline system in West Pakistan by construction of a 10-in. diameter, high pressure line from the Khewra/Dandot area to North-West for approximately 61 miles. The proposed route goes through rough terrain and the operation would require earth moving, rock excavation and crossing of water courses.

Sui Northern intends to appoint one contractor who should begin construction of the pipeline in September or October with an estimated completion time of eight months.

Interested contractors with adequate equipment and resources should submit full particulars not later than May 31 to the General Manager, Sui Northern Gas Pipelines, Ltd., P.O. Box 3938, P.I.D.C House, Jutchery Rd., Karachi, West Pakistan.

SAUDI ARABIA—A list of development projects in progress or planned for the future is available on loan from the Trade Opportunities Staff, BDSA 624, Washington, D.C. 20230. This listing is not inclusive. In some cases, contracts have already been awarded for design or construction; others may be handled by tenders for which select lists have already been prepared and there are cases where no definite plans have been made. The list is presented only as a rough indication of project activity.

New Books and Reports

***Cargo Handling Systems for General Cargo.* By John R. Immer. Work Saving International, Washington, D.C. 76pp. $2.75.**

The report describes methods of loading general cargo in ports throughout the world. It includes time studies of various types of loading operations, comparison of the operating results of various types of cranes, and descriptions of a large number of handling systems.

The handling rate per hour is given for each method of loading described. Sections cover container handling, pallet handling, the use of fork lift trucks on ships and the use of various types of conveyors. Examples are given of bow loading, stern loading, side ports and conventional and unconventional vertical loading ships.

Other chapters review features of ships which affect cargo handling, the various means of providing vertical and horizontal movement to and from the ship, and how the characteristics of cargo affect the rate of loading.

Write: Work Saving International, 1638 Nineteenth St., NW., Washington, D.C. 20009.

***Marconi's International Register, 1966.* 66th annual ed. Telegraphic Cable and Radio Registrations, New York. 1,476pp. $20.**

A directory of some 50,000 internationally prominent trading, shipping and manufacturing firms throughout the world. For each company, listed alphabetically, its complete postal address, registered cable address and a brief description of the business is included. Also included is a cable address section and a classified trade section, whose headings are indexed in French, German and Spanish.

Write: Telegraphic Cable and Radio Registrations, Inc., 2 Broadway, New York, N.Y. 10004.

***An Atlas of Latin American Affairs.* By Ronald M. Schneider and Robert C. Kingsbury. Frederick A. Praeger, New York. 136pp. $4.**

Intended as an aid to understanding Latin America, particularly the problems of its unity and diversity, this atlas presents for each nation general information on trade patterns, foreign investments, demography, geography and other pertinent topics. After surveying economic, political, and social problems of all Latin America, the authors then focus on the individual nations.

Write: Frederick A. Praeger Publisher, 111 Fourth Ave., New York, N.Y. 10003.

***Export Distribution: Forecast Your Markets First.* Frank P. Minnelli. Handling & Shipping, Mar. 1966, 95¢ per issue.**

Good physical distribution practice often requires the physical distribution manager to supplement the forecasts of foreign market demand provided by a marketing department. In this article the author points out that forecasting is a part of the physical distribution manager's functions and shows how it can be accomplished for foreign markets. He briefly describes the method used by his company, sources of foreign information, and the use of foreign research organizations.

Write: Industrial Publishing Co., 812 Huron Road, Cleveland, Ohio. 44115.

***Exporters' Encyclopedia, 1966.* 61st annual ed. Lowell Kerr, ed. Dun and Bradstreet Publications, New York. 1,792pp. $50, including semimonthly supplements.**

A comprehensive guide to export regulations for 156 countries. It contains information on documentation, customs tariffs, customs regulations, and related information for various countries involved in world trade. Twice-a-month supplements provide new and changed regulations to date.

Write: Dun and Bradstreet Publications Corp., 99 Church St., New York, N.Y. 10007.

***Cultural Analysis in Overseas Operations.* James A. Lee. Harvard Business Review, Mar-Apr. 1966. Reprints, $1.**

The unconscious reference to one's own values is the basic cause of most business problems for United States managers overseas, according to the author, who offers a four-step approach designed to reduce its influence and to help solve such matters.

Write: Graduate School of Business Administration, Harvard University, Boston, Mass. 02163.

***Allocating Costs in International Operations.* Jac L. Goldstucker. Business Horizons, Winter 1965. $2 per issue.**

This study investigates the means employed by several United States firms engaged in international business of identifying, measuring, and allocating the costs of marketing abroad. Specifically, it attempts to determine (1) what means are used by these firms to identify and measure marketing costs incurred directly by overseas units; (2) how marketing costs, which are jointly incurred by or for the benefit of both domestic and foreign units, are allocated; and (3) what consistent patterns, if any, exist among these firms in their approach to costing foreign marketing activities.

Write: Graduate School of Business, Indiana University, Bloomington, Ind. 47405.

***Sources of Statistical Data for Market Research (Quellen fuer Statistische Marktdaten).* By Clodwig Kapferer. Published by Verlag Weltarchiv G.m.b.H., Hamburg, Germany. 139 pp. DM 18.60 (about $4.70) plus postage.**

This book contains a comprehensive listing of official national and regional statistical data available in Germany, with emphasis on the type of material which would be useful for someone doing market research. The information provided includes the number of times certain material appears, the types of people and/or organizations covered, and where the material is published. The book is in German.

Write: Verlag Weltarchiv G.m.b.H., Hamburg, Germany.

***Investment Laws and Regulations in Africa.* 1965. United Nations, New York. 79pp. $1.**

A two part study dealing with legal rules of investment in Africa. The first part attempts to give a brief analysis of the approach to investment as incorporated in government pronouncements and legal provisions. The second presents policy statements, laws and regulations concerning economic development in general and investment in particular, in 31 independent countries.

Write: Sales section, United Nations, New York, N.Y. 10017.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1966—201-965/48

Calendar *for international traders*

ANAHEIM, CAL.—June 1—All-Orange County International Business Conference, 9:15 a.m., Disneyland Hotel. Sponsors: Southern California REEC, Commerce Dept.'s Los Angeles Field Office, Orange County Chamber of Commerce.

BALTIMORE—May 26—Propeller Club Maritime Day Luncheon, 12 noon, Sheraton-Belvedere Hotel.

BALTIMORE—May 26—Foreign Seminar, Maryland National Bank. Sponsors: Baltimore Field Office, Department of Commerce; Maryland National Bank; REEC.

BOSTON—May 23—Businessmen's Consultations with Leonard H. Price, Commercial Attache, Ottawa, Canada. Field Office.

BOSTON—May 26—Yankee Chapter of the American Ordnance Meeting. Speaker: **Robert L. McNeill, Deputy Asst. Secretary for Trade Policy.**

CEDAR FALLS, IOWA—June 1—Foreign Trade Bureau of Chamber of Commerce, monthly meeting, 10 a.m., Chamber of Commerce.

CHERRY HILL, N.J.—May 23—World Trade Week Luncheon of South Jersey Public Relations Assn., Cherry Hill Inn.

CHICAGO—June 1—Meeting for Exporters, Field Office.

CINCINNATI—May 25—World Trade Club of Chamber of Commerce, Netherland Hotel. Speaker: **Archie M. Andrews, Bureau of International Commerce.**

CLEVELAND—May 26—World Trade Assn., annual meeting, 12 noon. Mid-Day Club.

KANSAS CITY, KAN.—May 26—Workshop for New Exporters, Town House Hotel. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

LONGVIEW, TEX.—May 24—World Trade Development Seminar. Sponsors: Texas Industrial Commission, East Texas Chamber of Commerce, Dallas REEC, U.S. Commerce Dept. Dallas Field Office.

LOS ANGELES—May 27—Export Expansion Seminar, 9:30 a.m., Los Angeles Field Office.

MEMPHIS—May 25—World Trade Week Luncheon, "Top of 100" Club. Sponsors: Mid-South Exporters' Roundtable; REEC; Memphis Field Office, Department of Commerce.

MEMPHIS—May 25—Export Financing Workshop, "Top of 100" Club. Speaker: **Milton A. Berger, Bureau of International Commerce.** Sponsors: Mid-South Exporters' Roundtable; Dun & Bradstreet, Inc.; GE Credit Corp.; REEC; Memphis Field Office, Department of Commerce.

MEMPHIS—May 26—World Trade Club. Transportation Night and Report of Chamber of Commerce Trade Mission, Hotel Claridge.

MIAMI—May 26—Export Workshop, 10:30 a.m., Field Office. Sponsors: Miami Field Office, Department of Commerce; REEC.

MILWAUKEE—May 25—Wisconsin International Trade Conference, Hotel Pfister. Sponsors: Milwaukee World Trade Club, Milwaukee Assn. of Commerce, Milwaukee Field Office, and Wisconsin REEC.

OKLAHOMA CITY—May 23-27—World Trade Week Program. Sponsors: Oklahoma City Chamber of Commerce, Dallas REEC, U.S. Dept. of Commerce Dallas Field Office.

OKLAHOMA CITY—May 26—Chamber of Commerce Meeting. Sheraton-Oklahoma Hotel. Speaker: **Saul Baran, Bureau of International Commerce.**

PHILADELPHIA—May 24—World Trade Week Luncheon, Bellevue Stratford Hotel. Speaker: **Secretary of Commerce John T. Connor.**

PHILADELPHIA—May 24—Meeting, "Central American Common Market," Philadelphia National Bank. Speaker: **Thomas K. Brewer, Bureau of International Commerce.**

PHILADELPHIA—May 26—Foreign Traders Assn. World Trade Week Observance, Downtown Club.

PITTSBURGH—May 24—Export Counseling Program, 1-5 p.m., Chamber of Commerce. Sponsors: REEC; World Trade Council, Chamber of Commerce.

PORTLAND, MAINE—May 24—Fourth Annual World Trade Conference, 10 a.m., Valle's Restaurant. Sponsor: Maine World Trade Council.

PORTLAND, ORE.—May 23-24—7th Annual Columbia Basin World Trade Conference, Benson Hotel. Speaker: **Robert L. McNeill, Deputy Asst. Secretary for Trade Policy.**

SAN DIEGO—May 23—World Trade Week Luncheon, 12:15, Community Concourse. Sponsors: San Diego Chamber of Commerce, Port of San Diego, Propellor Club of U.S.

SAN DIEGO—May 26—Export Expansion Seminar, El Cortez Hotel. Sponsor: Chamber of Commerce.

SAN JUAN, P.R.—May 25—Conference for Secretaries of REEC members and exporters. Sponsor: Santurce Field Office, Department of Commerce.

SEATTLE—May 25—Conference on Problems in U.S.-Japan Trade, Seattle Center. Speaker: **Robert L. McNeill, Deputy Asst. Secretary for Trade Policy.** Sponsors: U.S.-Japan Trade Council, Inc.; Chamber of Commerce; Port of Seattle.

STAMFORD, CONN.—May 26—Foreign Trade Workshop, 10-12 a.m., Stam Chamber of Commerce. Sponsors: Stamford Chamber of Commerce, REEC, U.S. Dept. of Commerce's Hartford Field Office.

ST. LOUIS—May 24—Export Workshop, American Institute of Banking. Sponsors: REEC; World Trade Club; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

SYRACUSE, N.Y.—May 26—Round Table "Profits in Exports" Meeting, Chamber of Commerce. Sponsors: Foreign Trade Club; Chamber of Commerce; REEC; New York Field Office, Department of Commerce.

WASHINGTON—May 24-25—National Electrical Manufacturers Assn., meeting, Willard Hotel. Speakers: (May 24) **F. D. Hockersmith, Administrator, BDSA.** (May 25) **Allen H. Garland, Bureau of International Commerce.**

YORK, PA.—May 24—World Trade Council, monthly meeting, Chamber of Commerce.

ZANESVILLE, OHIO—May 25—Export Expansion Workshop, 10:30 a.m.-12:30 p.m. (luncheon following), Holiday Inn. Sponsors: REEC; Cleveland Field Office, Department of Commerce; Zanesville Area Chamber of Commerce.

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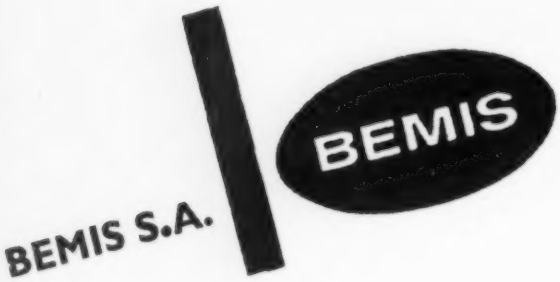
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